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NINETY YEARS  
GUN WORK

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# CONNECTICUT INDUSTRY

MARCH • 1960

VOLUME 38 NUMBER 3



THIS MONTH'S cover photo shows an inspector at The Marlin Firearms Co., New Haven, checking a new non-jamming feed throat used in a Marlin Model 101 Single-Shot .22.

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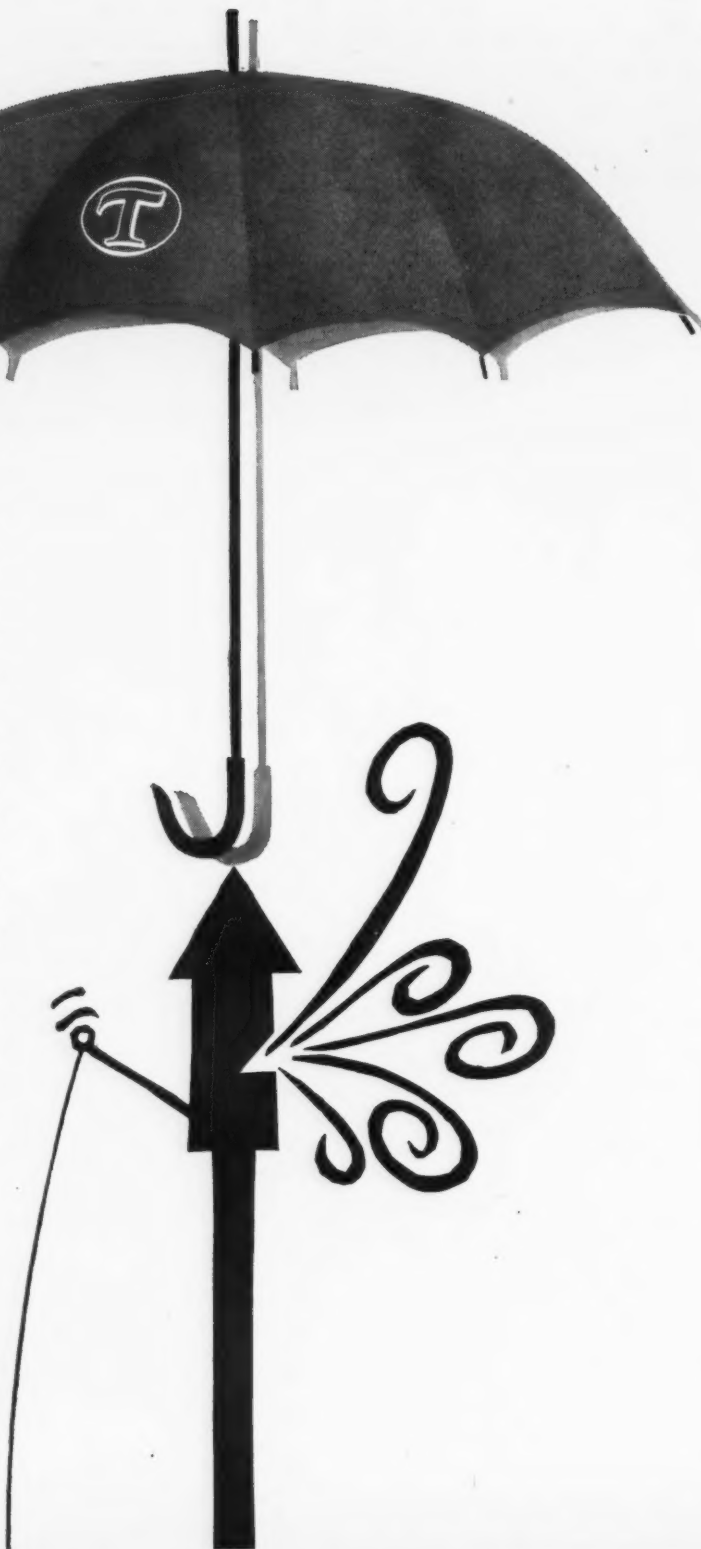
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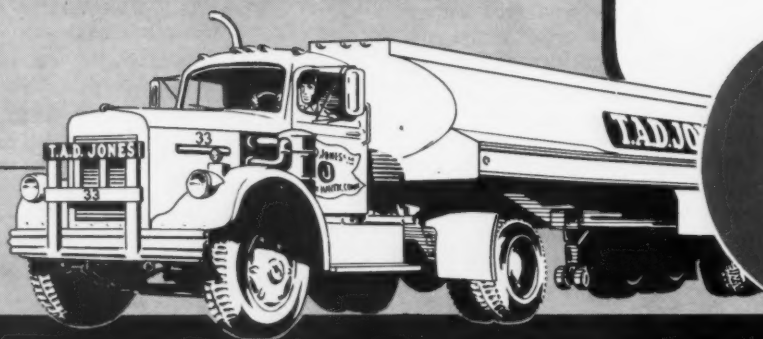
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# The Monopoly Power of Unions

♦ WHENEVER people talk about the course of current labor-management relations—whether it has to do with the inflationary aspects of strike settlements or the arrogance of a Jimmy Hoffa—the phrase “labor’s monopoly power” is bound to come up sooner or later in the discussion.

It’s bound to come up because labor’s monopoly power does largely account both for strikes and inflationary settlements and for the arrogance of some of the labor leaders. And what is usually meant by “monopoly power” is the power of unions, because of the way the laws are written, to strike all or almost all of an industry though that industry may be located in places as far from one another as the Atlantic from the Pacific and the Gulf of Mexico from the Canadian line.

A union can strike an industry nationwide because it has a monopoly power in bargaining. Mr. McDonald can sit in Pittsburgh and set into motion events that can result in turmoil, injury to the economy, and even want by closing down more than 80 per cent of steel production. Mr. Hoffa can sit in Washington and order out enough truckers to tie up transportation across the nation’s streets and highways. And they are not alone in that power.

But the monopoly power in bargaining the unions possess is only a manifestation of another monopoly power of the unions. The power to strike an industry nationwide comes also from the union power of monopoly over men.

This monopoly power over men results from the right of a union to sign a contract with management under which newly-hired people must join the union within a specified period of time—usually 30 days. The agreements are called “union shop” contracts and they are legal. They differ from the illegal “closed shop” contract mainly in not requiring a man to belong to a union to get a job. But from the sole point of view of having to belong to a union in order to get a job or having to join the union after getting the job, there isn’t much difference between the illegal “closed shop” and the legal “union shop.”

Nor is the effect greatly different, for once a man is forced to join a union to keep his job—and to stay in the union in order to keep his job—the man is in the union lock-step and he is expected to march to the union’s orders. The steel strike was, we think, an

example of that; early last summer surveys, notably one by Mr. Sam Lubell, disclosed that steelworkers were reluctant to strike but the union leaders called the men out anyway. If the monopoly power unions possess over jobs were not as great as it is, the leaders would have to take into consideration, to a larger extent than they now do, the views of the working men and women they now can idle at a snap of their fingers.

The public generally may not think that the power, force and arrogance of some unions results directly from this monopoly power over men. But the union leaders know it well. Let anyone suggest that perhaps unions should not possess the power to drag new workers or to force men to remain as members, and the person who does so is certain to be accused of trying to destroy the union movement and thus the American working people.

It does no good to point out that union demands for this kind of dictatorship power run counter to the American tradition and concept of freedom. Also, the union leaders turn deaf ears to the argument that any organization that must depend upon force in order to exist is existing not through service to its members but through fear. Nor are they disturbed by the ethical argument that men and women ought to be able to earn their livings without paying tribute to any organization. Their reply to that is usually, “let them go work elsewhere”—an answer not so very different from the arrogant reply of the French queen who said if the people did not have bread then let them eat cake.

It is no wonder, really, that a power that begins with a forced monopoly over men so often manifests itself as an arrogant monopoly power over industry that, when exercised, can threaten the whole country.

The power to threaten the whole country is, of course, what disturbs that growing number of citizens who want this power restrained, just as the arrogant power of the industrial giants of half a century ago had to be restrained.

But before such power can be restrained, it must be recognized for what it really is—not one monopoly but two, one over the jobs in the plants and one over the men who hold the jobs. Only when the public understands this will Congress consider placing this power under the same restraints that prevent the rest of us from trampling one another.

Reprinted from the January 14, 1960 issue of *The Wall Street Journal* by permission of the publishers.

# NINETY YEARS OF GUN MAKING

Aerial view of The Marlin Firearms Co. plant. The main building was erected in 1882.



■ NUMBERED among the best known and oldest arms manufacturing companies in America today is the Marlin Firearms Co. of New Haven, Connecticut. Most arms historians date the founding of the company by John Mahlon Marlin as in the year 1870, but a check of historical records reveal that he was listed in the New Haven City Directory of 1863 as a maker of pistols.

## Early Life of Founder

John Mahlon Marlin was born on a farm in a settlement near East Granby, Connecticut, in 1836, about 20 miles from the capitol city of Hartford. As a youth he learned the trade of a tool and die-maker in a number of small shops in the northern part of his home state. When the Civil War broke he found employment with the Colt Arms Co. in Hartford and remained there until 1863, when he decided to enter the arms manufacturing business himself. He opened his first gun shop on James Street in New Haven. A year later he moved his shop to Willow Street where he continued making pistols until 1867 when he returned to Hartford. It was in Hartford that he was issued his first patent papers in 1870 covering an ejector he had invented for his pistols.

While in his late twenties he married Martha Susan Moore. Two sons were born to them, the first in 1864, Mahlon H. and John Howard in 1876. Both were destined to be closely identified with their father's business as executives in production, general management and selling.

Late in 1870 he returned to New Haven and opened a gun-making shop on State Street where he resumed manufacturing pistols under his brand

Sanding the butt-stock of a Marlin rifle so that the wood will be satin smooth for special finishing process.







One side of the four-sided display of Marlin guns in the New Haven Railroad Station in New Haven for one month last year.



View of a tumbling barrel used for removing rough edges from small component parts of Marlin rifles and shotguns.



Band-sawing a butt-stock of a Marlin rifle prior to fitting the butt-plate to the butt-stock.



Many parts used in Marlin rifles are extremely small but important.





To commemorate the 90th anniversary of the founding of the company, 500 Presentation Marlin 39-A Lever Action .22 caliber repeaters are being made for gun fanciers throughout the world. They will be collector's items soon.



This smart looking Marlin 99DL semi-automatic .22 caliber rifle makes its appearance in 1960. Full tubular magazine handles 18-shots, enough for a full day's hunting in the field.

name. This same year he bought property on Willow and adjacent streets as an investment with the thought of using the land for larger quarters when and if his business should expand.

Because of the heavy demand for pistols and revolvers after the Civil War John Marlin, from 1870 to 1875, centered his efforts on the production of hand guns which included his famous "XXX" single action standard revolver; the "O.K." cartridge pistol as well as the "Victor" pistol and the "XL" Derringer. Today these are in great demand as collectors' pieces, bringing fancy prices, depending on model and serial number and condition.

#### New Association

Marlin became associated with the then-famous Ballard single-shot rifle when Charles Daly of Schoverling and Daly, a partnership dealing in guns and a general line of sporting goods, induced him to manufacture Ballard rifles. In 1875 Marlin made his first Ballard—the Ballard Hunter's Rifle to use caliber .44 long-rim and center-fire cartridges. This rifle had Marlin's reversible firing pin for which he was granted a patent. Daly had bought the Ballard Patents in 1873 and was convinced this accurate shooting single-shot would continue in demand for many years. Daly was right to a degree. Ballards made by Marlin were

manufactured and sold in quantity until 1888 about the time the repeating rifle made its successful debut. After

the appearance of the repeater, sales of Ballards dwindled and production of them was gradually curtailed and eventually discontinued; although they were still in use many years later as target rifles by critical shooters who swore by their accuracy.

As the demand for repeating rifles became more and more apparent, and the sporting arms market gave many indications of expanding, Marlin realized larger manufacturing quarters, more machinery and more skilled help would be needed if he were to satisfy public demand for his products. So in 1878 he went ahead with the construction of a larger plant on the property he had purchased seven years before. Needing additional capital at this point he persuaded Daly to invest in his project.

#### Company Incorporated

Thus it came about that the venture was incorporated in 1878 as the Marlin Firearms Company with \$200,000 in capital stock. Daly was the company's first president and remained in that capacity until 1893 when he sold his interest to John Marlin. From 1893 until 1915 The Marlin Firearms Co. was owned entirely and exclusively by John Marlin and his family. Under the personal supervision of Marlin the company's business and renown prospered mainly because of his constant everyday overseeing of his employees' workmanship. He demanded the highest



Years ago John Marlin made revolvers, pistols and derringers. Shown above are two single action .30 caliber revolvers (top and to the right) and a .22 caliber derringer favored by the ladies back in the 1870's and 1880's.

quality of workmanship and manufacturing processes. He was insistent that only the best of materials be used in the making of guns bearing his proof mark and his trademark. Mass production, or assembly line production as we know it today, was only beginning to be used by a few manufacturers in the late 1800's. Some arms makers were experimenting with mass production methods, but Marlin deliberately avoided this new method. He preferred to retain his original methods of fabrication, feeling that the production turned out by his method was superior to mass produced guns. Another reason that prompted his refusal to adopt mass production manufacturing was because he felt that by keeping his plant producing a given number of units each month, he could assure his workers of steady year-round employment.

### Awards for Excellence

At the Centennial International Exhibition held in Melbourne, Australia, in 1888, The Marlin Firearms Co. was given "the Highest Award of Merit." At The Chicago World's Fair in 1893 it was again selected to receive "The Highest Award of Merit." The wording of the awards described very clearly the outstanding features of the firearms made under John Marlin's supervision. For example, the wording of one award was as follows:

"For strength, simplicity and ease of dismounting and assembling; accurate and fine balance; elaborate decoration, finish and very good ornamentation; remarkable safety, especially for the side ejection. A large and complete assortment of rifles shown."

And again in 1895 at the Cotton States, an International Exhibition held in Atlanta, Georgia, late in 1895, the company was awarded the Gold Medal Award of Merit.

These awards of merit point to the fine skill and exacting craftsmanship of the men who worked for John Marlin. Many of his executive engineers and designers contributed to the making of Marlin guns that made them so outstanding. One of these men was Lewis L. Hepburn who joined The Marlin Firearms Co. in 1886 after he had left The Remington Arms Co. Hepburn was Marlin's principal designer and creative engineer. The solid top receiver that many Marlin rifles retain today was one of Hepburn's outstanding creations while in the employ of the company. Hepburn met with an unfortunate accident that made him an invalid until his death in 1914. His son, Melvin, became an employee of the company in 1909 and eventually became plant superintendent. Before



THEODORE F. LYNCH  
Chairman of the Board



FRANK KENNA, JR.  
President

leaving Marlin, Melvin patented many inventions that were used in a number of its rifles. He left the company in 1923.

### Aid to Salvage

In the 1890's Marlin became acquainted with Arthur W. Savage who was said to be an arms manufacturer, but according to the record, he was superintendent of street railways in Utica, New York. Marlin helped Savage to manufacture his military model 1895 rifles by producing tools for Savage and actually making the gun at the Marlin plant. Not only did Marlin produce the Military 1895 but he also manufactured a sporting version of the Savage 1895 for the general civilian market. Marlin was said to have made the first Model 1899 Savage rifles, shipping them to

the Savage Repeating Arms Co. at its factory in Utica, New York. It may be said that John Marlin was a factor in helping Savage to set up his gun factory by providing him with tools and other accessories Savage did not have.

### New Business Incubation

John Marlin died in 1901 after an attack of typhoid pneumonia. His oldest son, Mahlon H. Marlin, then became President and his other son, J. Howard, became Vice President. Mahlon continued his father's practice of daily inspection tours on all phases of gun manufacturing. He had the same keen desire as his father had to maintain high quality through good workmanship and use of the best available materials.

Mahlon Marlin acquired from John H. Barlow The Ideal Manufacturing Company that was founded in 1884 and manufactured re-loading equipment. This acquisition proved to be a successful one and added to the company's overall volume. The Ideal re-loading equipment was extensively advertised and The Marlin Firearms Co. offered free to shooters a 160 page book providing much information on re-loading. A portion of one of the advertisements for the Ideal re-loading equipment ran as follows:

— "The Ideal handbook is a gun crank's own book—160 pages chock full of valuable information regarding all American rifles pistols and shotguns, and the proper ammunition for each. It contains more practical shooting help than any other book of the kind."

In October 1925 The Ideal Co. was sold to The Lyman Gun Sight Corporation of Middlefield, Connecticut.

Another outstanding arms engineer and inventor who worked for Marlin was Carl G. Swabilius who went to work at the Marlin plant as gun barrel driller. His outstanding skills and creativeness finally led him to the position of engineer and research director. He assisted Marlin in designing the first hammerless rifle and shotgun produced by the Marlin plant. He also designed a synchronizer which permitted the Colt machine gun to be used on aircraft for firing bullets between propellers of an aircraft. In 1922 Swabilius left the employ of the Marlin Firearms Co. and in 1926 set up his own organization known as the Hi-Standard Manufacturing Company of New Haven. This company was set up to produce deep hole gun drills for automobile crankshafts and other long bores.

### Changing Fortunes

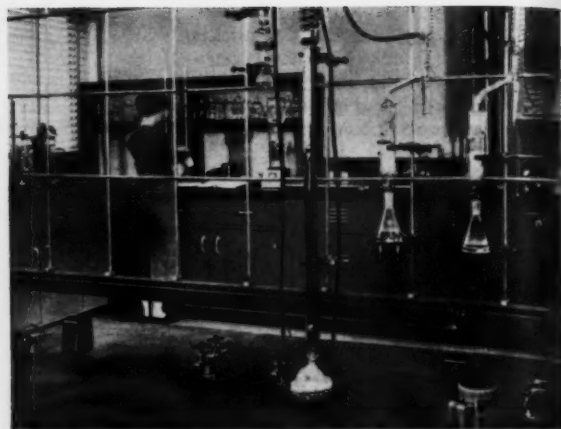
Mahlon Marlin sold The Marlin Firearms Co. for approximately

(Continued on page 31)

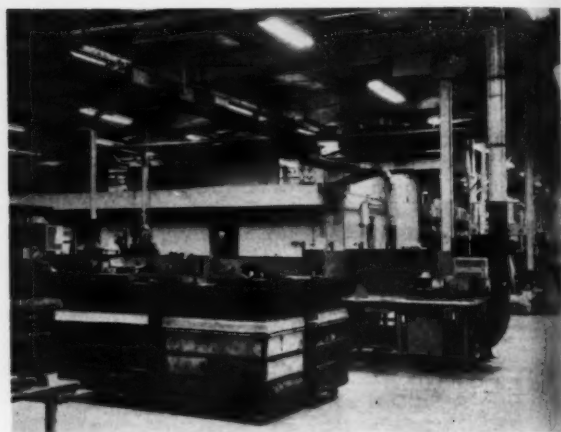


Alfred C. Fuller demonstrates the primitive wire twister he used in 1906, the year he founded the company.

# Fuller Brush Dedicates New Plant



A laboratory workshop, part of Fuller's extensive research and engineering department.



An interior view shows the spaciousness of the new plant.

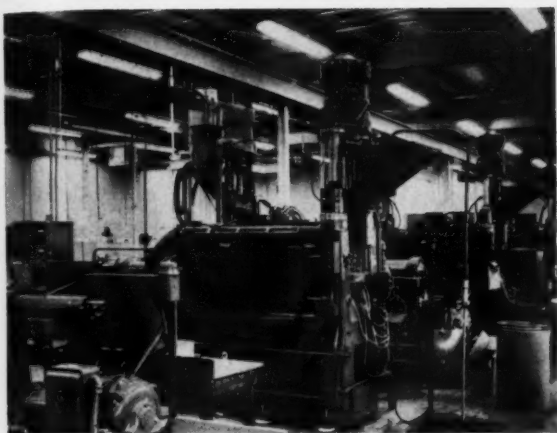


■ THE Fuller Brush Company, whose 7,000 dealers have made the company's household product lines known to every home in America, opened the doors of its new seven acre plant, located on a well landscaped 84 acres on Long Hill Road, East Hartford, January 14 to welcome representatives of trade magazines and local and state magazines and newspapers. On January 15 its new home was dedicated in the presence of a large number of local and state officials and business leaders. Both groups were given the opportunity to see the \$6,500,000 plant and offices in full operation via guided tours which gave the visitors close-up views of the company's ultra modern receiving, manufacturing, shipping and office facilities that are capable of processing and shipping far more than the \$100,000,000 volume done by Fuller last year.

In fact, the huge main building containing 286,600 square feet of factory

The newly dedicated Fuller Brush Company plant on 84 acres of suburban land in East Hartford.





A row of machines in the manufacturing section.



Railroad loading docks at the interior siding

space, plus 9,250 square feet utilized for plant offices, toilet-locker rooms and the 74,000 square foot L-shaped one-story office structure, represents, at once, the fulfillment of a dream of the late A. Howard Fuller (president from 1943 to his untimely accidental death on May 9, 1959), a challenge to his brother Avarad Fuller (president since last May) to double the company's \$100,000,000 volume under his leadership, and a living monument to Alfred Carl Fuller (founder and board chairman), the humble farm boy of 17 whose sincere early efforts just "to make a living" evolved into the world's largest brush making and selling organization.

The gleaming new facilities constitute the eighth transition in the growth of the company from the time Alfred C. Fuller established his first shop in 1906 in little more than a shanty at 78 Park Street, Hartford, for a rental fee of \$11.00 per month. Beginning with the aid of one employee and a small hand wire twister to turn wire and bristles into brushes, he crammed them into suitcases and carried them

to the doorsteps of customers. The company grossed \$8,500 the first year.

Growth was slow at the start, due to lack of time to recruit salesmen, to make brushes, demonstrate and sell them and attend to other business details. By 1909 it became apparent that an additional impetus was needed to expand the business beyond the "just making a living" stage. It was then that Alfred Fuller decided to try the then innovation of advertising for agents to sell his brushes. Through classified ads in a Syracuse, New York paper and EVERYBODY'S MAGAZINE, more than 100 men were attracted to the Fuller sales force within three months after the ads appeared.

Gross sales grew to \$30,000 in 1910. By 1916 hundreds of dealers at work pushed sales to the then phenomenal total of \$250,000 annual volume, which required moving to even larger quarters. In 1920 the company moved into new company-owned headquarters on Garden Street, but the post-war boom that skyrocketed sales to \$15,000,000 forced the building of the then huge plant on Windsor Avenue.



Alfred C. Fuller, board chairman, brushes off the welcome mat at the new Fuller Brush Company plant entrance, while his son, Avarad E. Fuller, president, watches.

During the early days of the depression sales dropped to a low of \$2,000,000 in 1932 to give the company its only deficit year. Bouncing back rapidly, sales reached \$10,000,000 by 1936, with an average sales force of 4,500 men recruited from an annual starting force of 12,000. The addition of floor waxes and polishes, cleaners and disinfectants to the line of Fuller products in the early 1940's and cosmetic products and food supplements and the expansion of the industrial and power brush line and the industrial division making radar parts, air compressors, special purpose machines and tools, drove sales upward at a rapid pace until 1959 when they hit the \$100,000,000 mark through the combined productive efforts of some 800 persons employed at the plant and some 7,000 dealers at work in the United States and Canada.

#### Manufacturing Operations

The new plant, built by Walter Kidde Constructors, Inc., of New York, under the executive direction of Lester

(Continued on page 40)

Lieutenant Governor John N. Dempsey, left, and Edwin H. May, Jr., right, State Republican Chairman, with Jack Zaiman, center, political analyst of the *Hartford Courant*, who acted as moderator of the panel during which industrial editors quizzed Messrs. Dempsey and May.



## EDITORS DIG FOR PAY DIRT

By HERMAN E. CLEVELAND  
Chase Brass & Copper Company, Waterbury



Dr. Albert E. Burke, speaker at the October meeting, with Russell Barmmer, CIEA president, and Ann Lord of the Connecticut Light & Power Co.

### ■ DID someone say "house organ"?

It may be a mark of their growing maturity that more industrial editors can smile more indulgently at that phrase today. They still don't like it but they are too busy to react with red-necked indignation whenever they hear the expression.

Their professional maturity also shows itself in other ways. Not all survived the 1957-58 recession. Many who did come through the annealing effect of that period gained from it a crisp toughness. It gave them a new assurance and calm confidence that what they are doing is worth all that it costs.

They are digging for pay dirt—and finding it!

To credit the company editor with a unilateral renaissance of purposeful action, however, would miss the point of his new maturity. He has grown up because management has brought him up. His call for greater recognition has been answered by the assignment of greater responsibilities in a far broader program of communications.

For today's editor, it is a case of "dig—or else."

The pattern is nationwide but perhaps more sharply defined in Connecticut than in certain other areas. If Connecticut does enjoy some degree of leadership in this organized digging for editorial pay dirt, it is due in equal measure to its management's greater awareness of communications as a major industrial problem and to the state's aggressive, imaginative association of professional company communicators.

The Connecticut Industrial Editors Association was organized during World War II by Kenneth R. Tuttle, veteran editor at the Stanley Works in New Britain. In subsequent years, its originally high professional standards did not always keep pace with numerical growth of its membership. Occasional flashes of genuinely brilliant programming alternated with (and were clearly unrelated to) social-shop talk affairs which seemed monumentally dull and uninspiring.

Purists to the contrary notwithstanding, these still were house organ editors—glib, gregarious, shrewd in their evaluation of today's reader preferences but giving little heed to



management's needs for tomorrow. In all fairness, they must be credited with giving management about what it then thought it wanted.

But, during these last few years, management has grown up, too. Sharply pinched between rising costs and declining profits, company executives have come to realize (a) that sponsorship of a frothy gossip sheet is an expensive venture into an illegitimate field and (b) that hard-hitting communication with internal and external audiences is not only legitimate but essential to continued economic existence.

Management knows more about communications this year. It demands more. And it is finding that Connecticut's association of company editors anticipated the demand.

One month's CIEA program this year leads logically to the next, providing an integrated do-it-yourself course on general subjects about which industry must communicate convincingly. Fundamentals—the mechanical steps involved in a publication—have little place here. Editors are assumed to have learned their trade at a more appropriate time and place, before they called themselves editors or accepted positions as such.

A leading New York management consultant, Herbert Hosking, conducted a laboratory-type program in September on "Communication in Depth." His exceptionally large audience included as many personnel and public relations executives as company editors for the program deliberately had been designed for this broader appeal.

Concentrating on meaning and results rather than media or mechanical problems of transmitting a message, Hosking developed his concept that successful communication depends upon two other dimensions besides the technical ones—qualities to which he refers as "semantic awareness" and "empathy."

A month later, company editors of this area returned for a program entitled "Cornerstones of Economic Understanding" with Dr. Albert E. Burke, well-known TV news analyst, as the featured speaker. Closely related to this was a three-day seminar on Economics held in New York early in November under joint sponsorship of the U. S. Chamber of Commerce and the International Council of Industrial Editors with which the Connecticut association is affiliated.

Later in November, an all-Connecticut meeting swung to the explosive topic of political action at business-industry levels. Again, company editors were joined by many from top management for the subject is of



Among the editors who quizzed the politicians about how to interest employees in taking an active role in politics were, left to right, Russell T. Sullivan, editor, The Bulletin, Southern New England Telephone Company, Miss Justine Van Deusen of The Connecticut General Life Insurance Co. and Donald Doyle of General Electric Co.



Herbert Hosking, management consultant of New York, is shown at the microphone and easel, with his "stooge" standing in the foreground threatening armed aggression at a strategic point in Mr. Hosking's presentation at the September meeting.

compelling self-interest to everyone concerned with business operations. Democratic Lt. Governor John N. Dempsey was a co-panelist with Edwin H. May, Jr., chairman of the Republican State Central Committee. Both were deft in parrying questions embarrassing to their respective parties but, in the process, they disclosed much about ways in which business men and business communicators can engage effectively in ethical, intelligent political activity.

Throughout the first half of 1960, programs of the Connecticut Industrial Editors Association are covering other aspects of communications—by no means confined to the printed word. The association has led the way in broadening its members' angle of vision and there is growing realization that this must be a multi-phased program rather than the use of a single medium to deliver messages from management.

The professional improvement in its own programs undoubtedly reflects corresponding professionalism of present top officers in the Connecticut In-

dustrial Editors Association, particularly its 1959-60 program coordinator and vice president, Mrs. Anne G. Spinney of the United Illuminating Co. in New Haven.

Well aware of limitations on any individual, no matter how talented, in arranging such programs single handedly, Mrs. Spinney carefully organized the entire CIEA executive board into a sub-committee last summer. This, in turn, draws upon the knowledge and connections of rank and file members. Her personal supervision of the full year's programming is no less firm for being quite unobtrusive and she has had full backing from the association's second-term president, Russell G. Barmmer, public relations director of Bridgeport Brass Co.

Such spreading of responsibility and participation has benefited Connecticut editors and their companies in two respects. It has made for keener interest in activities of the group and—more important—has coordinated the best thinking of many persons

(Continued on page 31)

# Outlook For American Exports

By HANS H. BOHLMANN, Export Manager  
The Seamless Rubber Company  
New Haven, Connecticut.

**Editor's Note:** Mr. Bohlmann, in contrast to the expressed views of the majority of businessmen during the past year, is convinced that American products have not been priced "out of the export markets." Although admitting that some of our products cannot be readily sold for a number of reasons, he is convinced by observations and personal contacts made on sales trips to all parts of the world in the past three years that American-made goods, even though higher priced in many cases, can be sold in ever-growing volume by the same aggressive sales methods that are used to move goods in our domestic market. He has proved his point by constantly increasing sales for his own company through aggressive personal sales efforts. Since he has met few representatives of American manufacturers on his recent trips, but many from Great Britain, West Germany and Japan, who are "hustling" for business, he concludes that many American firms either are satisfied with their present domestic business volume or have acquired a "defeatist" attitude because of the many articles and editorials that have been published about our inability to compete with lower cost products from other countries.



HANS H. BOHLMANN

■ NOW is the time for all good export men to come to the aid of their country! We are constantly being reminded from the highest level on down that our national survival depends partly on keeping our exports flowing swiftly. This of course is simple economics, as our increasing imports make us happier if we pay for them as we go along.

## Aggressive Selling Needed

American exporters must throw open the doors of their armories and grid themselves with the weapons stored therein for the trade battle now going on. They will need spears of imagination to estimate the necessities of foreign buyers, swords of ingenuity to out-manuever adversaries, helmets of stamina to stay in the fight, earmuffs to drown out the Greek chorus of some of their own kind who take a gloomy satisfaction in predicting that we are pricing ourselves out of world markets.

Every time I go on a long business trip I find that customers all over the world continue to look to the United States for what is best and most advanced. On my most recent trip to Australia, Asia, Africa and Europe it was therefore disconcerting to encounter relatively few American business travelers as contrasted with numerous sales representatives from Europe and Japan. These foreign competitors are feverishly busy selling their wares and by default we have lost considerable business. Thus the reduced margin of

American exports over imports has increased the U.S. deficit in international payments for 1959.

Although production techniques of our foreign competitors have been steadily improving, our experience and more advanced manufacturing equipment generally result in a greater output per man-hour in spite of the higher wage scale, except perhaps in the case of some of the more basic and certain specialty goods. The production advantage and the many new products that are constantly coming on the market make it possible for the United States to increase its share of total world trade. We are fortunate that since the beginning of last year a lot of new sales opportunities have been opening up due to less discrimination against American exports and improving conditions in many countries.

## Western European Market

Turning now to Western Europe, the area continues to be our leading trading partner, absorbing about 20% of total 1958 American exports and supplying us 19% of our total imports. During the first half of 1959 this area's purchases from us rose to 28% of our total exports, with its sales to us increasing to about the same proportion of our total imports! Recent favorable economic developments there and the probability of further reductions in trade barriers should greatly facilitate our further selling efforts.

France has become competitive

abroad with the help of the new "heavy" franc and the easing of trade restrictions has made her a better potential customer for many American industrial and consumer goods.

West Germany's expanding foreign trade is largely responsible for her present prosperity as reflected in her 1958 Gross National Product which was almost double that of 1951. The corresponding increase in the money available for personal consumption has improved sales potentials for a wide range of United States products.

In the Netherlands and in Belgium American private investments in local manufacturing enterprises are particularly welcome to help meet competition from firms in the larger countries of the Common Market after it is fully integrated. The Netherlands government, for example, permitted the establishment of a DuPont orlon plant recently in spite of opposition from an established local rayon manufacturer.

In Italy the rise in automobile exports to the United States, and especially expanding American private investments stimulated by the Common Market, may eventually help solve the country's perennial problem of not enough work to provide full employment.

In Sweden the Volvo automobile, has replaced wood pulp as the principal export to the United States. There was concern in Stockholm, however, about the forthcoming competition from the new American medium sized cars.

Finland's pulp and paper industry, now contributing from  $\frac{2}{3}$  to  $\frac{3}{4}$  of the country's exports, will be further expanded with the aid of a recent \$37 million loan from the World Bank.

### The United Kingdom

In the United Kingdom more American branch plants are being added to the total of about 400 now in operation, not only to supply the local market and the sterling area but also the "Outer Seven" free-trade area and possibly the European Common Market that, according to recent information, may be fully operative by 1966 instead of 1973 as originally scheduled.

Australia which prior to the 1959 dollar imports liberalization has been obtaining from us about 12- $\frac{1}{2}$ % of her total imports, has stepped up purchases from the U.S.A. An indication of the increasing faith in the economic future of Australia was a decision not long ago by American, British and Australian companies to establish a \$50 million petro-chemical industry in the State of Victoria.

### The Far East

The Far East, took about 14% of our total exports in 1958 and supplied us with about 13% of our total imports. Our two-way trade with this area is bound to become increasingly important as we will need more and more of its raw materials for our growing economy and simultaneously the money we spend for these imports will help pay for a corresponding increase in our exports.

In considering Japan, the outlook there for bigger American exports is favorable in view of her improved balance of payments position and easing of import restrictions. The U.S.A. supplied Japan with about 35% of her total imports in 1958, and there is a much better market for American industrial machinery and equipment than for ordinary consumer goods due to the relatively low purchasing power of the people and because almost everything is made locally.

The economy of the Philippines has been improving recently owing to increased exports and intensified import restrictions. In Manila expanding local manufacturing activities and intensified competition from European and Japanese suppliers call for more personal selling by American exporters if they want to maintain their position.

In Indonesia the declining production of export crops, especially rubber, may be partly offset by increased exports of petroleum and tin. However, large rice imports will continue to be a drain on the country's

exchange reserves and overall imports will probably remain very much restricted. Nevertheless, this market continues to be important for us. In 1958, for example, the United States was Indonesia's principal supplier to the extent of 16 per cent of its total imports and was its second largest customer, absorbing about 17 per cent of its exports.

Now that Malaya permits direct imports from the U.S.A., thus eliminating the expenses of shipping by way of Hong Kong, this market with its important export earnings from rubber and tin is offering greatly improved sales possibilities.

In Singapore, which now allows direct dollar imports, I visited the \$10 million Constitution Exposition at the old Singapore airport. There was an impressive number of many interesting exhibits of both local and imported products.

Thailand, long a good market for us, may improve still further if deposits of petroleum and iron ore, recently found, prove large enough for sustained exploitation.

I found Hong Kong even more of a beehive of business activity than on my previous visit two years ago although concern was expressed about a possible limitation on United States imports of Hong Kong textile products.

In India the market continues to be quite restricted for many American consumer goods, but there are good export possibilities for industrial machinery and equipment and for investments in local manufacturing enterprises in that country of some 400 million people whose standard of living is slowly rising.

### The Near East

During my stay in Iran, I gathered that the country's income from petroleum may for some time in the future be spent on civic improvements and slum clearance projects rather than on long term projects as before, such as building of roads, irrigation dams and ports. There is no doubt that in the hands of a good agent Iran can be a worthwhile market.

In spite of prevailing uncertainties Lebanon continues to be a good U.S. export market for its size. Businessmen in Beirut told me that transit shipments to Syria, Jordan and Iraq, that were cut off during the May 1958 difficulties, may not be resumed on their former scale. It appears that those countries want to save money by continuing direct imports as much as possible. Thus the general character of transit trade moving through Lebanon is in a state of change. The problem may be minimized before too long through the traditional ingenuity of the Lebanese merchants.

### The Growing African Market

The African continent, which for the last few years has been meriting the world's increasing attention, is developing into a steadily growing potential market for American products.

African exports as a whole have been getting more diversified due to increased local processing of raw materials. This again has helped expand the foreign trade of Africa and industrial development projects are calling for more and more capital goods and equipment.

Africa, excluding Egypt and Sudan, received 3.4% only of our total exports in 1958, and supplied 4.2% of our total imports. Thus, while our trade with this continent is still relatively small, the expanding U.S. economy gives a good foundation for increasing American imports of African raw materials and, of course, further African economic development, combined with the recent easing of import restrictions in many African countries, improve sales prospects for American goods.

While the native south of the Sahara has a very low annual per capita income, the estimated 200 million native African consumers, including about 5- $\frac{1}{2}$  million Europeans, do in the aggregate, represent a big market, at least for certain basic consumer goods. In the Belgian Congo, for example, I learned that the natives with an average monthly income equivalent to about \$26.00 spend roughly 60% of it on such items as shoes, shirts and ties for men and native style dresses for the women. The remaining income is spent mostly on beer for the men.

For their daily food the natives in that country live largely on bananas, tomatoes and flour made from manioc roots. I was told that they like this diet and certainly have little money left over for other kinds of food.

The local European population in Africa, of course, is buying higher priced goods.

The Union of South Africa, by far the biggest African export market for American goods, has experienced a tremendous economic expansion. In that country about one half of total American private investments in Africa are concentrated. The best opportunities for new private investments are probably in the local engineering industry due to the low price of locally produced steel and the large requirements in the gold mines for engineering supplies. On the other hand, a lot of such supplies are still being imported.

The "Apartheid" problem of segregation does not appear to have been a real deterrent to further private



American investments in local enterprises although the limited size of the domestic market has to be taken into consideration. I found that the shortage of skilled labor and a desire for an increase in the price of gold were main topics of conversation among local businessmen.

Many of the large distributing organizations in the Union of South Africa have facilities also to cover neighboring markets such as the Federation of Rhodesia and Nyasaland and South West Africa.

The substantial export surpluses of Portugal's overseas provinces of Mozambique in East Africa and Angola in West Africa have been making it possible for the mother country to settle her continuing excess of imports over exports.

During my visits to Angola and to Mozambique I found that while the market for consumer goods is still rather limited, machinery and equipment needed for development projects do have good sales potentials especially now that Portugal has recently eased trade discriminations against American products.

In Belgian Congo the Gross National Products almost doubled between 1950 and 1956. While the drop in raw material prices in the middle of 1957 forced a reduction in imports, nevertheless substantial quantities of goods will continue to be needed to carry out the second 10 year development plan that started early this year. This plan was designed to improve living conditions of the rural population with the idea of establishing an internal market for locally processed raw materials in order to lessen dependence on world markets.

There is no doubt that in the long run the Belgian Congo has a bright economic future, supported by many natural resources including plenty of potential hydro-electric power. I was told that the potential in one area alone is about a quarter of the present United States electric power capacity.

With independence due in 1960, Nigeria should soon become a better market for the things we make and the recent United States Trade Mission to that country uncovered many business opportunities.

Newly independent Ghana has a strong balance of payments position and also has a decidedly favorable balance of trade with the United States, so the country is in a position to import more American products.

While I was in Accra, the Henry J. Kaiser Corporation signed a contract to carry out preliminary work in connection with the Volta River Project which calls for the building of a dam across the Volta River, a power station and a smelter that will use the greater

part of the power for the manufacture of aluminum from the country's large bauxite deposits. Ghana thus has the ingredients for healthy economic development and already there is a network of highways and railroads connecting the different trading centers.

Since in the past the emphasis has been on imports from the United Kingdom and Western European countries, good representatives for American products in Ghana are difficult to come by. The situation is very similar in other African markets emerging from their former colonial status.

At Accra, vessels carrying cargo from overseas must anchor off-shore but the present surf cargo unloading facilities there will soon give way to the modern deep water port now being built at Tema, about 20 miles distant.

In neighboring Liberia the economy has been expanding rapidly since World War II. I learned that rubber is soon slated to be replaced by iron ore as the number one export earner. The new deposits now being exploited are supposed to be high grade and very big so that the country will probably become one of the largest iron ore producers of the world.

It has been estimated that within the next ten years Liberia's economy will be at least two or three times the size it is today. Therefore, even though there is still a very limited market for consumer goods in general, now should be a good time to get in on the ground floor.

Kenya, Uganda and Tanganyika, comprising British East Africa, are benefiting greatly from tourist trade bringing in an annual income of about 7½ million pounds. Apparently American tourists pay the greater portion of this in the form of fees for big game hunting safaris starting out from Nairobi in Kenya. In Nairobi, by the way, the word safari applies to anything from an afternoon's trip to a customer to a journey to the moon.

During my stay in Ethiopia I gathered that Emperor Haile Selassie is credited with converting a strictly local agricultural economy to one extending to exports, imports and manufacturing. The United States which has been importing Ethiopian coffee at an annual rate of \$27 to \$30 million in recent years, is assisting the country in the fields of agriculture, public health and education as well as in the development of air transport, highways, tele-communications, electric power and in modernizing the port of Assab.

Eritrea, which was a part of Ethiopia from pre-Biblical times until the 1880's when Italy captured the ports of Assab and Massawa, was returned to Ethiopia after World War II. Thus,

the country has regained her outlets to the sea.

Products needed for Ethiopia's development programs, of course, offer the best sales opportunities and the market for consumer goods will necessarily be limited until further economic development helps raise the general standard of living.

Dakar, in Senegal, is the gateway to seven of the group of autonomous republics within the French Community that formerly made up French West Africa. These countries have recently formed a full customs union and, taken as a whole, have been enjoying increasing export earnings from agricultural products, including coffee and cocoa. The output of iron ore and bauxite has been increasing at a rapid pace and production of electricity in 1956, for example was seven times greater than in 1946.

Morocco's climate, soil and mineral resources make it probably the richest country in North Africa. However, as industrial progress has been slowed because most of the people cannot read or write, the government is aiming at achieving a higher standard of education as rapidly as possible. In order to reduce economic dependence on France, new export markets have been opened up in Communist China, Russia and her European satellites. A U.S. development loan has recently been granted to Morocco and the United States has participated in the Casablanca International Trade Fair in each of the three years since Morocco gained her independence. In Tangier I met the 1959 United States Trade Mission to Morocco and also saw the Trade Fair in Casablanca.

In Egypt I found that the domestic industry was experiencing a mild boom, but the country continues to have a severe foreign exchange shortage along with a deficit in her balance of payments. As further large scale imports of capital goods for such major development projects as hydro-electric power as well as iron and steel mills are anticipated, it will take some time for Egypt's foreign exchange position to improve sufficiently, through increased export earnings to permit a resumption of more substantial imports from the U.S.A.

### Coffee Trouble

Both African and Latin American producers of coffee are affected by the present price decline due to over-production. Each time in the past, when the Latin American countries tried to stabilize coffee prices by establishing export quotas, this only served to stimulate further rapid expansion of Afri-

(Continued on page 45)



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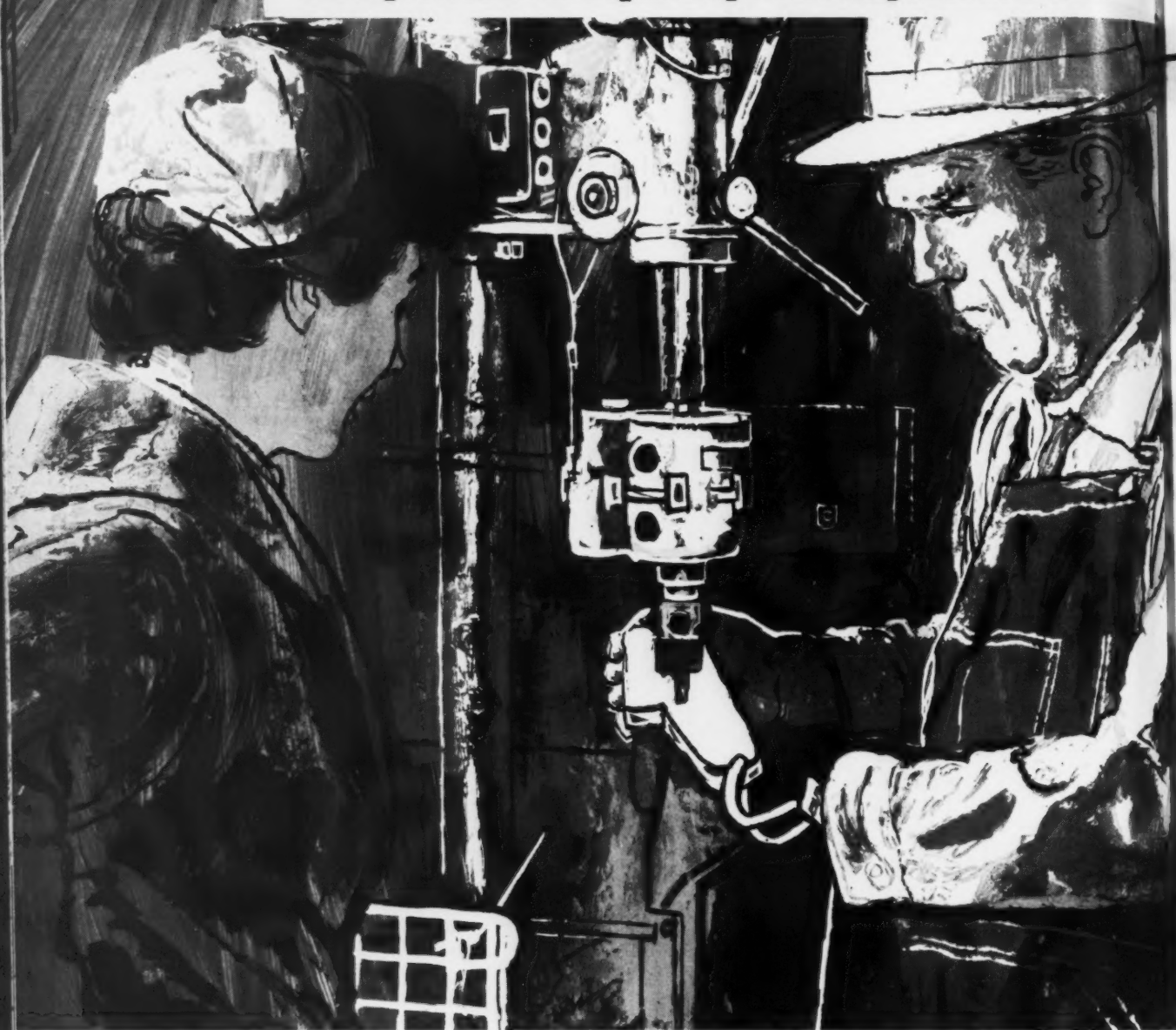
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# News Forum

**This department includes a digest of news and comment about Connecticut industry of interest to management and others desiring to follow industrial news and trends.**

♦ A NEW series of miniature, hermetically sealed, aircraft missile type relays for alternating current applications has been developed by The Hart Manufacturing Company, Hartford.

Exactly the same size as the company's widely used "Diamond H" Series R and Series S relays, the new units have been designated "Diamond H" Series RA and Series SA.

Either half-wave or full-wave silicon diode rectifiers are installed in the hermetically sealed case to provide for use of up to 125 V, AC, on the coil. Designed and ruggedly built to provide reliable, chatter-free performance, the units are available in a wide variety of standard mounting arrangements, including AN type connector mounting.

♦ THE NAME of the Warner Brothers Box Division of The Warner Brothers Company, Bridgeport, has been changed to the Packaging Division. According to John W. Field, president of Warner's, the growth of creative design services in the division, along with increased manufacturing facilities and a larger sales force warrants a name more in keeping with the current activities of the division.

♦ RADIANT Baseboard Panels, Inc., Newington, with ten years experience in the piped heating field, has an-

nounced the introduction of an electric baseboard unit which will be distributed by a newly affiliated company, Radiant-Ray Electronics Corp.

The new unit operates on 115, 208, 230 volt current and is equipped with individual thermostatic controls or may be adapted to room control. The unit will deliver a BTU output equivalent to 200° water, which, based on Radiant-Ray's 10 year experience, has proved to be the most effective. To obtain this output, the finned element requires only 200 watts per lineal foot.

♦ THE APPOINTMENT of A. R. Baldwin as director of industrial relations of Kaman Aircraft Corporation, Bloomfield, has been announced. He will fill the vacancy created by the appointment of Charles Kirchner to the position of vice president—administration.

Mr. Baldwin was formerly with the Babcock & Wilcox Company of New York City as manager of the corporate personnel department. In his new position he will have responsibility for personnel administration of all salaried and hourly employees.

♦ METHODS by which firms can cut the concealed costs of imprinting on paper forms, paperboard and cartons are described in a free booklet being

offered by Pitney-Bowes, Inc., Stamford. The booklet illustrates the savings achieved by users of the Tickometer and the heavy duty Model 4800 imprinter, two high speed machines that handle a wide variety of today's business imprinting jobs.

High clerical costs, the booklet points out, are often a hidden part of a firm's imprinting expenses. Also costly are the practices of hand stamping variable information on labels or packages, or of pre-printing and storing large inventories of these forms. The two Pitney-Bowes machines are shown to cut these costs of imprinting, storage, and labor, and to provide users with the freedom to mark, code, date, sign, cancel, label or otherwise count and imprint paper and other forms quickly and inexpensively.

♦ THE LARGEST number of executive promotions, at one time, in the 114 year history of The Baird Machine Company, Stratford, was announced recently by D. A. Blaisdell, executive vice president.

Mr. Blaisdell reported that Baird's policy of diversification into the plastics, farm and garden machinery and subcontract fields, in addition to the growing machinery production, called for the realignment of the company's top executives.

Frank C. Holmes was appointed vice president for sales and Burton F. Lewis was elevated to the post of vice president for engineering. C. P. Foreman was named chief tool engineer.

Sales managers for the four Baird divisions were also named: C. B. Bennett, Barrel Finishing Equipment; William D. Bower, Chucking Equipment; George Chapman, Presses & Metal Forming Equipment; and W. L. Han-

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♦ **THE APPOINTMENT** of Russell S. Nyman to the position of factory manager has been announced by Charles E. Fulkerson, president of The Waterbury Pressed Metal Company.

Mr. Nyman joined the company in September 1959, and was formerly production and procurement manager at The Haydon Division of the General Time Corporation, Torrington.

♦ **ADEN H. MABEN** has been named assistant advertising manager for Dunham-Bush, Inc., Hartford, it has been announced by Walter S. Browning, vice president of heating sales.

Mr. Maben, who has been with Dunham-Bush for five years, will assist in directing the international advertising and sales promotion program of the company.

♦ **ROGERS CORPORATION**, Rogers, has licensed Fratelli Marchi of Florence, Italy, to produce printed circuits by the Rogers molding process for common market countries.

The process permits the molding of printed circuits complete with holes and hardware. It is said to be the only existing method for producing multi-layer circuits and three-dimensional contours.

Fratelli Marchi is one of Italy's largest producers of chemicals and ores, with extensive mining holdings. Rogers manufactures electrical insulation, specialty plastics, molded rubber parts and molding materials.

♦ **CHARLES A. HATHAWAY** has been named assistant general manager of the Air Impeller Division, The Torrington Manufacturing Company, Torrington. Reporting directly to Andrew Gagarin, president, Mr. Hathaway will have overall responsibility for all engi-

### **YALE & TOWNE** 288th Quarterly Dividend



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**April 1, 1960**

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**Mar. 15, 1960**

Declared:  
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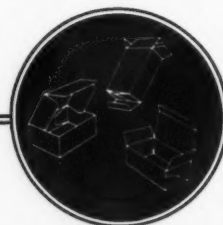
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neering, sales, and production operations of the Air Impeller Division.

As chief engineer and then director of engineering for the last eight years, Mr. Hathaway supervised a four-fold expansion of the engineering department and development of what is said to be the most complete proprietary air impeller testing facilities in the industry, including most recently a unique sound laboratory.

♦ **THE ELECTION** of Robert M. O'Donnell as secretary of the Yale & Towne Manufacturing Company, Stamford, has been announced by Gilbert W. Chapman, president.

Mr. O'Donnell joined Yale & Towne as a marketing specialist in February 1958 after having served as a vice president of Erwin, Wasey & Co., Inc., and as an account supervisor of Ruthrauff & Ryan, Inc., advertising firms which have since merged. For six years Mr. O'Donnell supervised the advertising accounts for Yale materials handling equipment and the company's corporate and international advertising.

♦ **A. H. NILSON** Machine Company, Shelton, has announced their new No. 00-2 Tool Tryout Fixture for use in the design and building of tooling for seven models of Nilson 4-Slide Machines.

The new fixture is mounted on a welded pedestal base, with the standard fixture consisting of four screw-actuated slides operated by a 10" diameter handwheel at each slide. There is a center form bracket designed to accept five sizes of center form holders.

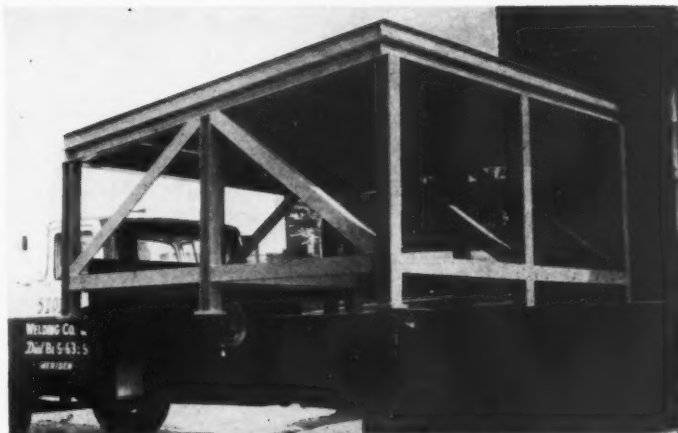
Through its use the toolmaker is able to do his tool testing and sample making in the fixture rather than stopping production on a 4-Slide Machine in order to try out his tooling and make samples.

♦ **THE PROMOTION** of Thomas N. Tolisano to personnel manager of The Gray Manufacturing Company of Hartford has been announced by President John W. Wibel.

Mr. Tolisano has been associated with Gray during the past 16 years, starting as assistant production control manager, and has also held the position of assistant purchasing agent and employment manager.

♦ **NEWLY-DEVELOPED** service activities, to assist the building trades in promotion of all phases of brick application, is planned by the Brick Service & Development Association, Inc. of Connecticut.

The announcement of the formation of the new state organization, first of its kind in New England, was made by M. Joseph Kane, the first president, and



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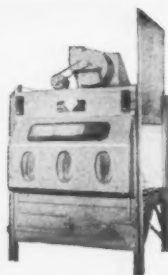
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**STANLEY P. ROCKWELL CO.**

with MANUAL & AUTOMATIC V-B EQUIPMENT

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**Backed By More  
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### WATER TUBE BOILERS

Capacities: 3,000 to 100,000 lbs.

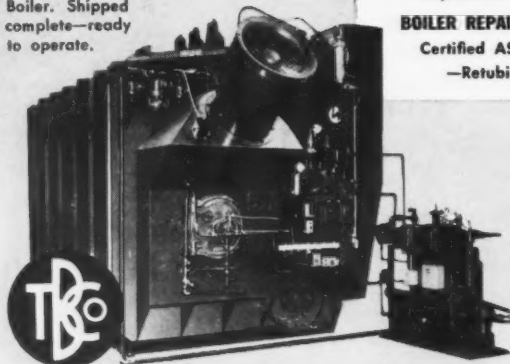
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Capacities: 25 HP to 600 HP

### BOILER REPAIRING & REBUILDING

Certified ASME Code Repairs  
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Type H "Packaged"  
Boiler. Shipped  
complete—ready  
to operate.



### THE BIGELOW COMPANY

New Haven 3, Conn.

Established 1833

REPRESENTATIVES IN PRINCIPAL CITIES

also president of the Michael Kane Brick Company of Middletown.

Other officers of the association are George N. Tolman, Jr., secretary, and sales manager, Stiles Corporation, North Haven, and Stephen Donnelly, treasurer, a director of the Donnelly Brick Company, New Britain. William H. Bliss has been named executive director of the new organization.

♦ APPROXIMATELY 165 members of sales, production, engineering and general management of Veeder-Root, Incorporated, Hartford, participated in a two-day sales conference recently at the company general offices and manufacturing plant.

C. Charles Lombardi, sales manager, was in charge of the program, which ended with a dinner at the Hotel Statler where the principal address was made by Wilbur C. Stauble, Veeder-Root President.

The conference included a panel discussion of the manufacture of Veeder-Root counting devices and instruments which was led and moderated by Mr. Lombardi. Leon J. Dunn, vice president-operations; Gilbert Coover, factory manager; Peter Morganson, assistant chief engineer; and Joseph Emmons, chief manufacturing engineer, were participants.

♦ GERALD M. COHOLAN, export manager of The Stanley Works, retired from the company recently after 51 years of service.

Mr. Coholan joined Stanley on December 28, 1908, spending five years in the cost department. He attended the first company sales school in 1913 and a year later went to New York City sales office. In 1915 he went to Chicago and traveled throughout the mid-west. In 1917 he joined the Army Ordnance Department and was discharged in 1919. During World War II Mr. Coholan represented Stanley in Washington, obtaining export licenses for shipment abroad. He became assistant export manager in 1944 and export manager in 1949.

♦ SIMON J. WARSCHAUER has been appointed national sales manager for the Viking Wire Company, Inc., Danbury, according to an announcement made by John W. Hoffer, president.

Mr. Warschauer, formerly general manager for Electric Conductors, Inc., recently returned from Puerto Rico where he set up a magnet wire manufacturing plant. He has had long experience in the electrical and magnet wire industry, and will direct national sales for the Viking Wire Company.

Viking Wire was founded in 1952 and has just completed construction of



its new manufacturing plant in Danbury.

♦ **HILAND HALL** has been appointed assistant to the director of sales for the Heli-Coil Corporation, Danbury, manufacturer of screw thread inserts, thread repair kits and other fasteners.

In his new position, Mr. Hall will also assist in directing the company's accelerated industrial distribution program designed to meet the constantly growing use of Heli-Coil products throughout the United States and Canada.

Associated with Industrial Distributors Inc. of Cleveland, Ohio, as a vice president for the past eight years, Mr. Hall has had wide experience in the field of industrial distribution.

♦ A NEW, compact postage meter machine, the first desk model mailing machine to seal, stamp and stack letters in one operation, has been introduced by Pitney-Bowes, Inc., Stamford.

The versatile new postage meter contains major mechanical improvements, and will sell for about one-third less than any comparable model, according to Elwood M. Davis, sales vice president of the business machines firm.



On the 1960 assembly line at Pitney-Bowes, Inc., company president Walter H. Wheeler, Jr., tests a production model of a new, compact postage meter. The mailing device is the first desk model to seal, meter-stamp and stack letters in one operation.

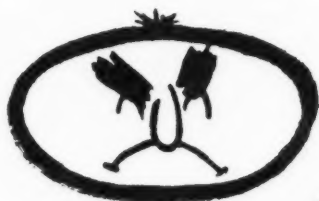
♦ **J. DAVIDGE WARFIELD** has been appointed manager of marketing for Veeder-Root Incorporated, Hartford,

it has been announced by Wilbur C. Stauble, president. Mr. Warfield was formerly market-

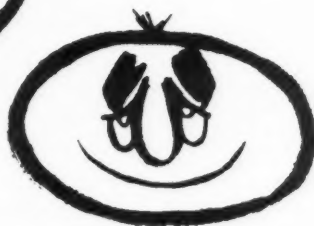
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STAINLESS STEEL**

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ing manager of Delta Star Electric Division of H. K. Porter Company, Chicago. He is a graduate of Sheffield Scientific School of Yale University, and a native of Memphis, Tennessee.

♦ **THE NEED** for packages that not only sell a product but also give satisfaction to the customer will be underlined at the American Management Association's 29th National Packaging Exposition and the accompanying National Packaging Conference to be held at Convention Hall, Atlantic City, New Jersey in April. The Exposition will be held April 4-7 and the Conference, April 4-6.

A registration fee of \$2.00 will be charged for the exposition. Registration tickets may be obtained from Clapp & Poliak, Inc., 341 Madison Avenue, New York, the exposition management. Packaging conference sessions are open to nonmembers as well as members of the American Management Association. AMA members may attend the entire conference for \$25 or individual sessions at \$10 each. The nonmember fee for the full conference is \$35; per session, \$15. Registration blanks are available from the Packaging Division, American Management Association, 1515 Broadway, New York 36, N.Y.

♦ **THE APPOINTMENT** of Fenton R. Mitchell, Jr., as branch manager, New York and Bridgeport, has been announced by The Carpenter Steel Co.

In his new position, Mr. Mitchell will be responsible for sales and operations of warehouses in both territories.

♦ **A. B. THOMAS** has been named central regional manager for Edwards Company, Inc., Norwalk, it has been announced by Robert L. Kempton, marketing vice president. Mr. Thomas replaces R. S. Edwards, Jr. who has been transferred to the company's Norwalk headquarters as sales manager.

In his new assignment Mr. Thomas will be responsible for sales of the company's technical and distributor products throughout central United States.

♦ **THE FORMATION** of an advertising department to serve both The Skinner Chuck Company and the Electric Valve Division has been announced by The Skinner Chuck Company, New Britain.

Ralph W. Gage, formerly advertising and sales promotion manager for NICAD, Division of Gould-National Batteries, Inc., has been named manager.

♦ **THE CARWIN COMPANY**, North Haven, has absorbed its wholly

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Famous Saratoga Chandeliers

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Window Cleaning, Inc.**

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*One of Connecticut's largest  
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with  
**PRINTING PLATES**  
by  
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owned subsidiary, Carwin Polymer Products, Inc.

The business of development, manufacturing and marketing products previously carried on by the subsidiary will now be conducted by The Carwin Company, Polymer Products Division, whose personnel remains unchanged.

♦ **THE NOBLE & Westbrook** Manufacturing Company, East Hartford, producer of rapid production metal marking and graduating equipment, has added a Model GC Circular Graduating Machine, formerly made by Abrasive Machine Tool Company, East Providence, Rhode Island, to its line.

The machine accurately and quickly cuts graduations into handwheels, dials, knobs, and similar parts commonly used on machinery and instruments. The machine is capable of a wide range and number of possible graduations, including all commonly used English graduations, Metric graduations, and "Degree" graduations.

The actual cutting of the graduations is preformed by a single-point tool which produces a clear, sharp line of almost any desired length or combination of lengths.

♦ **AS PART** of a continuous program of supporting its technical personnel with the finest available tools, Quantum, Incorporated, Wallingford, has announced the expansion of its facilities to include an Industrial Computer Center.

Dr. C. M. Doede, president, stated that the development of this Center is an outgrowth of Quantum's recognition of the need of smaller business for advanced mathematical techniques in marketing, engineering and research—techniques that can only be effected by the use of high-speed digital electronic computers.

"Today's technological advances," Mr. Doede said, "have established renewed appreciation of the reality of the contributions made by scientific man. The creativeness of the human mind, however, has long been inhibited by the massiveness of the calculations necessary to accurately explore its theories and direct its future thinking. The advent of electronic computers has broken through this barrier."

♦ **AN APPROXIMATE** five per cent of Connecticut's industrial production is destined for foreign markets, the Connecticut Development Commission reported recently. The figure is based on findings in a survey of Connecticut manufacturers conducted by the agency during the past year.

Of the 1,000 leading manufacturers queried in the course of the investigation, 353 reported that they are making

substantial shipments abroad. Canada, South and Central America are leading markets for the Connecticut products.

Some 173,000 persons, 45% of the state's industrial labor force, are employed by the manufacturers who ship part of their production out of the country. Ranking high among exported products are aircraft engines and parts, both electrical and non-electrical machinery, fabricated metals, chemicals and instruments.

♦ **THE APPOINTMENT** of Dudley H. Geigenmiller as design engineer specializing in the design and development of rotary precision sheeters has been announced by The Smith & Winchester Manufacturing Company, South Windham.

Mr. Geigenmiller is a graduate of Tri-State College with a mechanical engineering degree.

♦ **HARTFORD** Machine Screw Company, one of five divisions of Standard Screw Company, has announced the promotions of J. F. Miller and M. J. Perrin to vice presidents.

Mr. Miller steps up from general sales manager to vice president, sales. Mr. Perrin becomes vice president, manufacturing. He was formerly factory manager.

Mr. Perrin joined the company in 1934 and Mr. Miller three years later. Mr. Miller has served as general sales manager since 1954 and Mr. Perrin as factory manager since 1956.

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OF CONNECTICUT  
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## LET THE FLOOR HEAT THE PLANT!

Van Dorn's unique approach to area heating does just this. Here's how it works.

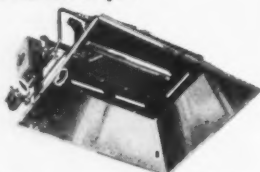
Using a systematic arrangement of gas-fired infrared heaters suspended as high as 25 ft. above the floor, depending on roof height, personnel are comfortably warmed instantaneously.

But—so too is the floor and machinery. Once a state of equilibrium is reached—that point at which the floor cannot absorb any more radiant energy and begins to emit energy at the same rate it receives it—it too becomes a radiator.

The floor and machinery are heating the plant. It's that simple. Think of the fuel savings when, on the average, only 1/3 of the thermostatically controlled heaters need be in operation to maintain this equilibrium.

Revolutionary? Yes, but Van Dorn is now heating whole plants by this method for as little as \$1.00 per hour total fuel cost!

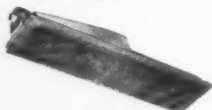
### VAN DORN for



#### Efficient Area Heating

- All metal construction
- 100% automatic control
- Uses any type of gas
- No moving parts or fan
- Produces uniform comfort
- No drafts or stratification
- A. G. A. Approved

### VAN DORN for



#### Efficient Process Heating

- Modulates 900° to 1800° F.
- Adaptable to any conveyor or oven system
- Uses natural, LP, or mfd gas
- High efficiency at low cost

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♦ AS A MAJOR STEP in its development program, S. Curtis & Son, Inc., Sandy Hook, has appointed Brainard E. Sooy plant manager.

Mr. Sooy, known to the packaging industry through his technical articles and lectures in the United States and Europe as the "father" of statistical quality control, was formerly with Wolverine Carton Company, subsidiary of the Packaging Corporation of America. For the past two years he has served as staff assistant to the president at Wolverine, following a four-year stint as production manager.

In his new position Mr. Sooy will be in charge of folding carton production, reporting directly to the president, Nelson G. Curtis.

♦ INTERNATIONAL Silver Company, Meriden, has announced the appointment of Robert M. Johnston to sales manager of the Webster Deluxe Division.

This is a new division within the company incorporating Webster Wilcox holloware, International Stainless Deluxe flatware and holloware, and ecclesiastical ware. His assistant will be Richard C. Maxwell.

Mr. Johnston joined International in 1948 after graduating from Yale University. As salesman he covered sales territories in the Southeast, New England and the midwest and since has had experience with varied divisions of International at the home office in Meriden.

♦ IN ADDITION to the direct reading digital PlantGear clocks, Haydon Instrument Company, Waterbury, has just introduced Model 4003, the first in a series of conventional dial type 24 hour clocks. This is an easy to read, precision built, heavy duty, clock made especially for flush panel mounting in an instrument board.

The case and mounting flange are

black anodized aluminum. Model 4003 may also be furnished in grey or other colors to match existing equipment.

♦ REPUBLIC FOIL, INC., Danbury, producer of aluminum foil for electrolytic capacitors and for packaging, will register record sales of more than \$5 million during 1959, according to John W. Douglas, company president.

With last year's sales far ahead of the \$4,019,000 sales of 1958, Mr. Douglas predicted that the opening of Republic's new plant in Salisbury, North Carolina, last month, would establish another company sales record in 1960.

♦ AIR CONDITIONING packages for the Boeing B-52H, latest missile carrying version of the Strategic Air Command's intercontinental bomber, will be designed and produced by Hamilton Standard, division of United Aircraft Corporation, it has been announced.

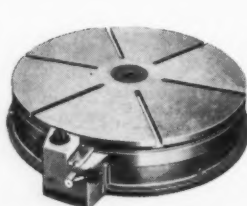
An electronic anti-ice control system will be developed and produced by the company's electronics department at Broad Brook.

♦ CLOTHING that sheds molten metal at 3000 degrees F. is now being manufactured at the Putnam plant of American Optical Co.

Made of a new type coated asbestos cloth, coats, aprons, coveralls and leggings of this material also resist acid, steam, water and oil, while reflecting 50% of radiant heat.

The clothing, called Thermogarb, has more than double the tensile strength of similar items in ordinary cloth twice its weight and thickness.

♦ THE FAFNIR BEARING COMPANY, New Britain, has announced the appointment of Fred H. Hetzler as purchasing agent for the company. He succeeds former purchasing agent Herbert P. Knowles, who retired



**FARMINGTON MFG. CO.**

**ROTARY AND TILTING TABLES**

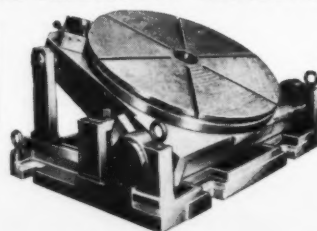
**AIR BEARINGS — FRICTIONLESS  
ROTARY AND TRANSPORT MOTIONS**

**STD. SIZES 18-60 INCHES**  
(Larger Sizes Available)

Accurate Rigid Construction, Fingertip Operation with  
Extreme Load Capacity, Man. or Auto. Index, Any Spacing.

MANUFACTURED BY

**THE FARMINGTON MANUFACTURING CO.**  
NEW BRITAIN AVENUE • FARMINGTON, CONN.





Mr. Hetzler has been associated with Fafnir since 1944. For several years he was a principal buyer of production materials and supplies. Last September he was appointed assistant purchasing agent.

♦ **WILLIAM H. BALDWIN**, president of The Stanley Chemical Company, East Berlin, a subsidiary of The Stanley Works, has announced the retirement of E. McKendree Hayden. Mr. Hayden has been special assistant to the president since January, 1957. In this post, he has been responsible for the development of new products, especially in the fields related to plastics. Mr. Hayden will remain a director of the subsidiary.

Mr. Hayden joined the Stanley Chemical Company as a chemical engineer in January 1919. He subsequently became works manager and technical director and was elected vice president, a director and secretary of the company in 1936.

♦ **PLANS** for the construction of a \$1,500,000 research center in Waterbury have been announced by the American Brass Company. Ground will be broken in early summer, and completion is scheduled for 1961.

The center will include metallurgical, corrosion and chemical laboratories, and equipment for experimental production of new products as well as offices for the company's central technical staff.

♦ **LARNED S. WHITNEY, JR.** was elected president and a director of Stanley-Humason, Inc. of Forestville, a subsidiary of The Stanley Works, New Britain. He has been vice president and general manager of the subsidiary since May 1959.

Previously, Mr. Whitney was coordinator of hand tool plants outside New Britain, including the Atha plant of Newark, New Jersey; Stanley Inc., of Pulaski, Tenn.; The Stanley Tool Company of Canada, Ltd., of which he is also a director. He joined Stanley Tools in 1946 and became a methods engineer. Later he managed the Ashfield plant, Ashfield, Mass., and in 1948 was made assistant divisional superintendent of Stanley Tools in New Britain.

♦ **THE PROMOTION** of James E. Vandervoort to personnel manager of Hamilton Standard, division of United Aircraft Corporation, Windsor Locks, has been announced by Charles M. Kearns, general manager. He was formerly assistant personnel manager.

Mr. Vandervoort began with Pratt & Whitney Aircraft in 1942 as a machine operator and transferred to industrial engineering before joining the



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— for the American Radiator & Standard Sanitary Corporation's plant at Wauregan, Conn. — called for quite a delivery of Pre-Cast Channel Plank in reinforced concrete, by Plasticrete. But we're equipped to handle even the biggest orders, and promptly.

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in masonry materials may be for a complete new building, or simply for plant alteration or additions. Whichever it is, you can simplify your construction problem — and at the same time save time and money on it — by specifying *Plasticrete* on all your masonry units.

### PLASTICRETE'S COMPLETE LINE

building bloc	reinforced lintels	Ramblestone & Roman Roughs
Spectra-Glaze bloc	brick—clay* & concrete	Hi-lite & Shadowal bloc
Dox floor & roof plank	chimney bloc & caps	Grille bloc
channel plank	manhole & catchbasin bloc	Dur-O-wal reinforcing

\* made by the STILES CORPORATION, Plasticrete's clay products subsidiary



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*New England's largest manufacturer of masonry materials*  
24-hour laboratory controlled

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25 Olds Place  
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CHapel 9-6515

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NORTH HAVEN  
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#### Low-Carbon Ground Steel Plate

Prime quality 1020 Steel Plate in random sizes, and thicknesses ranging from  $\frac{3}{8}$ " to  $5\frac{1}{2}$ ". Your selection at yard—8¢ per lb.; torch cut to specs—10¢ per lb. Free cutting 1116 steel plate also available. Additional services include: Blanchard grinding (to 84"), edge milling, planing and stress relieving.

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#### Precision Expanding Mandrels

Expanding Mandrels to accurately hold work for machining, grinding and inspection—available in a range of sizes from  $\frac{1}{4}$ " to 7" diameter. Concentricity guaranteed to .001", .0005", or .0002" T.I.R. Wide range of expansion enables one LeCount Mandrel to take the place of several sizes of other type mandrels and arbors.

### DELTA

#### Diamond Grinding Wheels

Complete line of superior quality resin and metal bonded diamond grinding wheels with either natural or "man-made" diamonds. Custom engineered to your particular job and sold on a guaranteed performance basis. Delta Diamond Wheels have a proven record for outperforming many other wheels—yet, they are priced lower than most.

## THE GRIMES ENGINEERING CORP.

38 Cody Street, West Hartford, Conn.

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### QUALITY OFFSET PRINTING

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We are a small but highly versatile Rhode Island printer currently servicing local advertising agencies.

Fully equipped to handle any or all phases of your offset printing to your requirements, we offer the finest quality lithography available . . . at attractive trade prices.

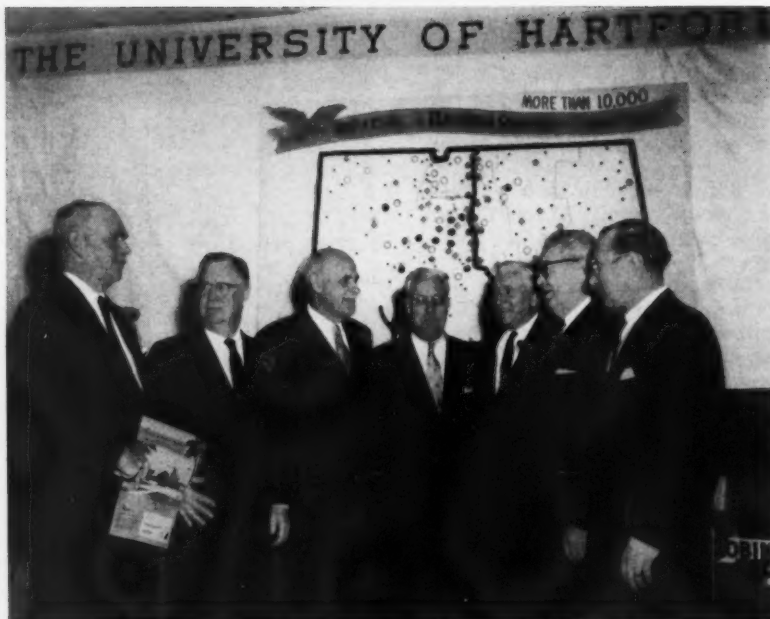
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References available  
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University of Hartford 1960 Founders' Dinner saw a gathering of industry heads to "brainstorm" the problem, "New and Better Ways in which the University of Hartford Can Contribute to Growth in Connecticut." From left to right are: Austin D. Barney, chairman of the board, Hartford Electric Light Co.; Edward Ingraham, chairman of the board, Ingraham Co.; Alfred C. Fuller, chairman of the board, Fuller Brush Co.; Erwin D. Canham; editor of *Christian Science Monitor*, president of United States Chamber of Commerce, and principal speaker; Rudolph F. Bannow, president of Bridgeport Machines, Inc., and of NAM; Robert P. Stacy, vice president, Connecticut Light and Power Co.; and Willard A. Pleuthner, vice president of Batten, Barton, Durstine and Osborn, New York, who led the brainstorming session.

Navy in 1944. In 1948 he became personnel advisor, and in 1955 was appointed assistant to the personnel manager of Pratt & Whitney. He transferred to Hamilton Standard as assistant personnel manager in 1958.

◆ **THE MODEL AC-25 Sonogen** (reg. T.M.) built by Branson Ultrasonic Corporation, Stamford, is a new self-contained ultrasonic degreaser in a compact, stainless steel cabinet.

The unit quickly and thoroughly removes metal chips, grease, and certain insoluble soils, even from intricate parts. Components such as small motors, electronic sub-assemblies, and

bearings can be ultrasonically cleaned without dismantling.

Measuring just 44 by 18 by 36 inches, the Model AC-25 can be easily installed in any shop or plant. It does not use separate generators, cleaning chambers, or rinsing tanks.

◆ **JOHN D. DEWHURST**, president of Arrow Tool Company of Wethersfield, and secretary of the National Tool & Die Manufacturers Association, has been appointed for a two year term to the Federal Committee on Apprenticeship by Secretary of Labor James Mitchell.

The committee serves as an advisory



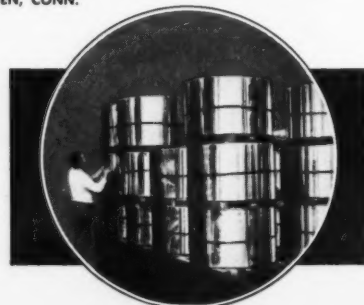
## THE EASTERN STEEL & METAL CO.

52 RICHARDS ST., WEST HAVEN, CONN.

## STEEL

Enjoy the superior service of a Steel Warehouse with MODERN PRODUCTION METHODS . . . AMPLE INVENTORY . . . FAST, RELIABLE DELIVERY . . . a reputation for placing Customer Service above every other consideration.

Now . . . **ALUMINUM** — As a distributor for the Aluminum Division of the Revere Copper and Brass Co., EASTERN can now assure you these same prime advantages with all your aluminum requirements.



body to the Bureau of Apprenticeship and Training of the Department of Labor and is the oldest advisory committee in the Federal government with a continuous existence back to 1934. The group consists of 10 men, five from management and five from labor.

Long active in apprenticeship affairs, Mr. Dewhurst is serving his second term also as chairman of the apprenticeship committee of the National Tool & Die Manufacturers Association.

♦ FRANCIS J. DOYLE has joined National Semiconductor Corporation, Danbury, as assistant to the treasurer, it has been announced by Donovan H. Tysen, treasurer.

Mr. Doyle, who is a Certified Public Accountant, will be concerned primarily with credit and collections, cost controls, budgets, systems and procedures.

♦ AN INDUSTRY SHOW exhibiting everything from spring hats to missile and rocket parts for the space age will be sponsored this spring by the Danbury Chamber of Commerce, according to an announcement made by Marvin K. Langner, chairman of the Industry Show Committee.

The exhibits will familiarize visitors with the products and methods of operation of Danbury's diversified industrial firms. Exhibits will cover such industries as ultrasonics, ball bearing, magnetic tape, electronics, hats, wire, industrial equipment and such. Each exhibit will include finished products, the methods by which they are produced and ultimate applications.

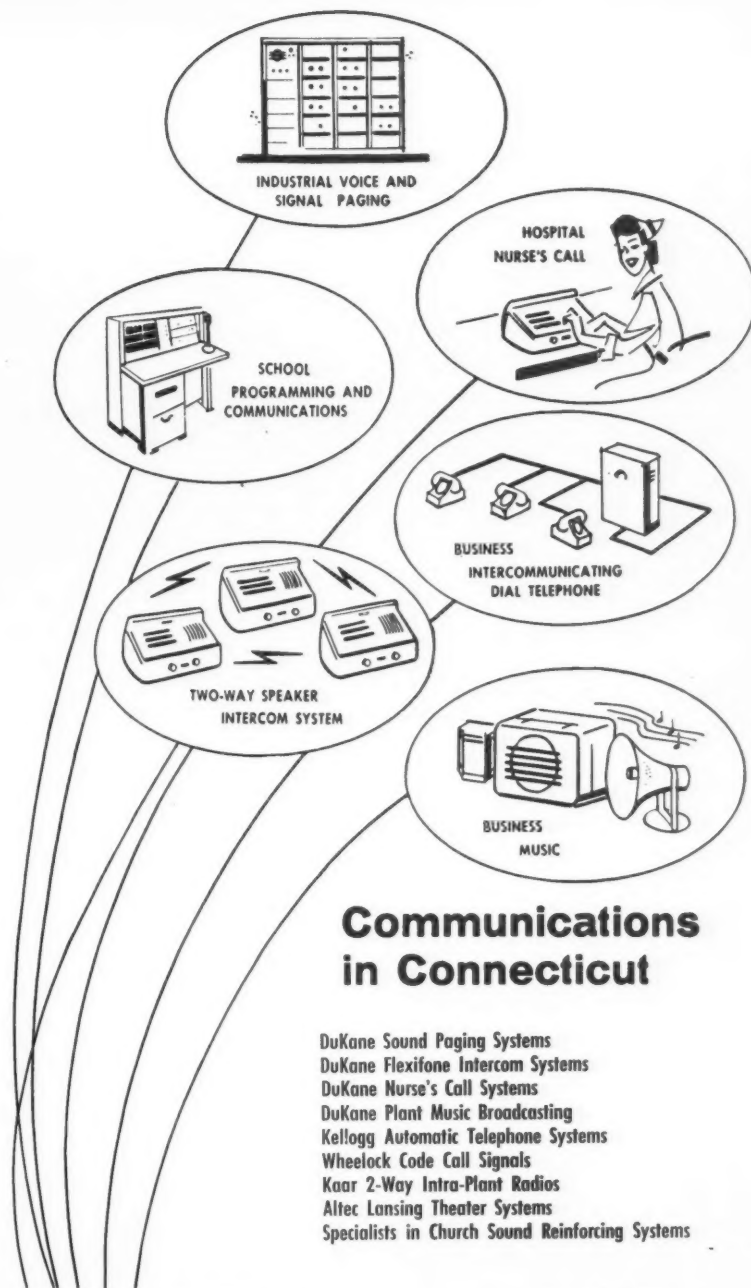
The show will be held at Berkshire Hall, Danbury State Teachers College, from March 30 through April 3.

♦ A NEW 28-page easy reference *Tap Selector* has just been issued by The Hanson-Whitney Company of Hartford. It spells out in details the correct tap to use for optimum production, regardless of the material, type of hole, etc. By means of easy-to-use reference charts all necessary information is cross-referenced for easy checking by the engineer, production man or purchasing agent.

In addition to the correct tap, the selector also lists the correct gage and the price for each. Free copies are available from the manufacturer.

♦ HARLAN C. JUDD, treasurer of Wilson Haight, Welch & Grover, Inc., Hartford advertising agency, since 1950, has been named general manager of the Whittaker-Fielding Division of Rowland Products, Inc., Kensington.

The Whittaker-Fielding Division manufactures hinges and other metal parts for eyeglass frames, for which



## Communications in Connecticut

DuKane Sound Paging Systems  
DuKane Flexifone Intercom Systems  
DuKane Nurse's Call Systems  
DuKane Plant Music Broadcasting  
Kellogg Automatic Telephone Systems  
Wheelock Code Call Signals  
Kaar 2-Way Intra-Plant Radios  
Alter Lansing Theater Systems  
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He joined the advertising agency in  
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and served the agency as an account ex-  
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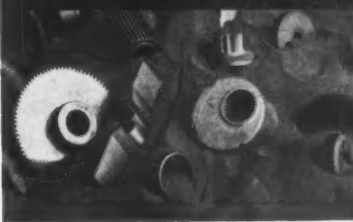
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made available for the Allied Nations at a cost of only \$650.00 per gun, attesting to the efficiency of a better production line operation.

At the end of World War I many arms manufacturers who had been set up for military production had to readjust drastically to the requirements of manufacturing sporting arms for the civilian population. Marlin-Rockwell was not interested in making sporting arms, and hence sought other fields which they felt were more profitable, such as producing ball and roller bearings.

The Marlin-Rockwell Corporation was taken over by the Marlin Firearms Co. headed by John Moran. This organization went into receivership in 1923, and in 1924 Frank Kenna, a leading New Haven lawyer and business executive, bought the company. He restored the original name The Marlin Firearms Co.

Frank Kenna had a long list of successful business ventures behind him and had the energy and resourcefulness to direct The Marlin Firearms Co. back to its former prominence in the production of sporting firearms. He needed financing and decided to offer stock to the public. Between 1926 and 1930 The Marlin Firearms Co. offered 8 per cent Preferred Stock at \$25.00 par value to investors across the country. As an inducement to investors he offered with a purchase of every four shares of 8 per cent Preferred one share of Common Stock at no cost. Again, in 1931, more financing was needed. The Marlin Company then offered 7 per cent Preferred Stock at a par value of \$25.00. As an inducement to buy the stock investors were offered a Marlin rifle or shotgun free with a purchase of four or more shares of the preferred stock. Due to his great energy and business acumen, Frank Kenna was responsible for the Marlin Firearms Co. making and selling more rifles and shotguns in 1936 than at any other time in the company's history. In 1937

he even exceeded his outstanding performance of the year preceding.

## Diversification

Believing that a manufacturer should have some degree of diversification, Mr. Kenna entered the razor blade business in 1936. Marlin double edge and single edge blades became world famous through aggressive selling and advertising. By 1947, Marlin had manufactured its one billionth blade. Many innovations were made in blade manufacturing and packaging and today Marlin Blades are available through most leading drugstores, department stores, and variety stores.

The Marlin Industrial Division, Inc., is a wholly-owned, autonomously-operated subsidiary of the Marlin Firearms Co., currently serving over 4,700 leading industrial, manufacturing, commercial and service organizations throughout the U.S. and Canada, with employee educational communications program, including plant bulletin boards, news pictorials, management letters, messages, bulletins, posters, etc., to help its subscriber's employees to prevent accidents, reduce waste, maintain quality standards, increase productivity, and otherwise carry out each company's own specific personnel relations policies and programs.

With the advent of World War II, civilian production of rifles and shotguns was halted and the company retooled for military production. During the wartime years The Marlin Firearms Co. made airplane wing fittings, Garand rifle barrels, carbine barrels, ammunition belts and light 9 mm. sub-machine guns for the Dutch-Netherlands commission.

After World War II the company was quick to re-tool for civilian arms manufacturing and was one of the first American arms companies to move from military to civilian arms production.

In 1945 The Marlin Firearms Co.

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acquired the assets of the Hunter Arms Co. in Fulton, New York, and re-established the business as the L. C. Smith Gun Co., a subsidiary of The Marlin Firearms Co. This new division produced the popular L. C. Smith line of double barrel shotguns. After a number of years of operating the plant in Fulton it was decided to discontinue the L. C. Smith line due to high production costs and a very limited market.

#### Succession and New Developments

Mr. Kenna died in 1947 and was succeeded by his eldest son Roger, who maintained his father's energetic pattern of business by instituting a policy of improving Marlin guns and developing new products to make the company stronger in its competitive field. Through his administrative and sales policies the company produced and sold more units than ever under the direction of Mr. Kenna, Sr. Following Roger Kenna's death in March, 1959 the board of directors appointed T. F. Lynch as chairman of the board and Frank Kenna, Jr. as president.

During the past decade the Marlin Firearms Co. has contributed notably with new designs and innovations in the arms field. It was in 1953 that the company announced it had perfected a new, revolutionary process of rifling that, after careful and intensive testing, showed a net gain in accuracy-performance of about 20 to 25% as compared to results secured with conventional type barrels. This new-type rifling was called Micro-Groove rifling. The Micro-Groove rifling was first made available in a Marlin semi-automatic .22 caliber rifle. In 1956 Marlin research and development engineers had concluded exhaustive tests of this new type of rifling with high-velocity center-fire ammunition. Results of these tests were highly dramatic and successful. Based on results the company decided that all Marlin high-power rifles and carbines in all calibers would be equipped with Micro-Groove barrels.

In 1958 Marlin introduced its Micro-Vue 4-Power telescope for use on most .22 caliber rifles provided with Tip-Off Base, Adapter Base or a Dove-tail Grooved receiver. Early in 1959 Marlin announced the availability of its highpower rifles telescope sight, the 2½ and 4-Power scopes for use on Marlin 336 rifles and carbines.

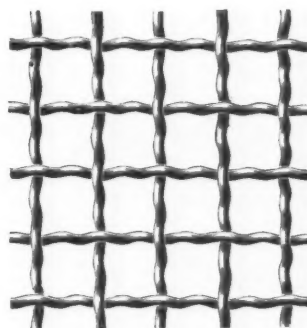
The Marlin Firearms Co. employs about 600 people on the average during a year. Employees have comfortable working conditions and enjoy a close relationship with foremen and top management. Many Marlin executives are active in New Haven civic organizations, charities and politics.

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By Fredrick H. Waterhouse  
Executive Vice-President

MAY the employer assign an employee on recall to a less skilled job at a lower rate?

*Here's what happened.*

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Should they be classified according to their skill or according to the work the company had?

The arbitration board ruled that the company was trying to effect economy by de-skilling the men and it just isn't a practicable possibility. They had knowledge and skill as "A" assemblers and the company was saying: "Don't use your skill as 'A' assemblers but do the same work you did before." Accordingly, the employees were awarded wages lost as a result of the improper classification.

Is a learner entitled to replace a qualified operator who has less seniority?

*Here's what happened.*

The grievant had completed all but twenty-four days of his fifteen month training period when he entered the military service. When he had finished

his military service, he made timely application for reemployment. In addition to his rights under the Selective Service Act, he had seniority rights under the contract and it was under the contract that this grievance was filed. Due to layoffs his learner job was not running when he applied for reinstatement. There were five men in the department with less seniority than he had but he concededly was not qualified to handle four of the jobs. The fifth was the same type of job he had been learning but the company told him he was not qualified and he was given a layoff slip. Eighteen days after he applied for that job it too was discontinued. The operator was transferred to another job and now the grievant complains that he should have been given the original job even though he had not fully completed his training and thus would have later been transferred when that job too was

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terminated and so wants back pay for the entire period. The company contended one reason he was not qualified for his original job was that, while he was learning that job, he had not worked on a certain type of work which the job included. He answered this by saying the company had failed to provide him with the proper equipment.

**Is failure to have completed a learning period sufficient reason to refuse to bump a qualified operator?**

The arbitrator first ruled that a man on learner status works under an implied commitment that he will be given the opportunity to acquire all the necessary skills within the training period. Thus, if the company fails to furnish him that opportunity it cannot deprive the man of the rights he would otherwise be entitled to. Then, also ignoring the twenty-four day lack in the training period, the arbitrator ruled a learner could replace a qualified worker who had less seniority. However, he wasn't sure whether the employee would have been transferred when this second job was abolished so he left that to the parties to negotiate.

**Where language is ambiguous, does past practice influence interpretation?**

*Here's what happened.*

For years a clause had been interpreted through the practice of the union and the company not to require average earnings on particular jobs under certain circumstances. At recent negotiations a paragraph was added covering specified conditions and requiring average earnings when such conditions were present but the rest of the paragraph was left unchanged. Among other things, the union contended that the company's reliance on past practice to support its contention should be discounted because the question has never been tested. The union had not contested or carried the question to arbitration so, it claimed, now that it makes the claim for the first time, past practice is not significant.

**Can the union successfully disclaim responsibility for past practice under an ambiguous clause by carrying a grievance to arbitration?**

The arbitrator ruled that the union claim that past practice is meaningless because no case on this point was ever carried to arbitration before is specious. The union's past behavior indicates acquiescence in the company's application and interpretation. If the union wishes to avoid the force of past practice, it must show that something has happened to erase the effect of practice, and this it has failed to do.



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» A simple washer-like stamping made in large quantities for a low-price, competitive consumer market. Commercial quality flat rolled repeatedly jammed in the dies, stalled production with profit-killing downtime. Switch made to level gauge, even temper Accutronic\* STRIP at a trifling increase in cost *per pound* resulted in—non-stop production, one-man crews operating batteries of four high-speed presses. Unit costs shrunk, profitable operations returned, competitive position bolstered.

» A fussy job requiring specially restricted thickness tolerance in combination with a specially controlled "shade" of satin finish. Finish, too bright, costly alloy lining material would not adhere to the steel. Finish, too "satiny," soaked up excessive amounts of alloy. Another type of production problem cured by DSC Accutronic\* STRIP.

These examples, picked out of many in our case history files, are not cited to imply that DSC Accutronic\* STRIP is a "jack-of-all-jobs." It is best suited to jobs requiring level gauge and even temper and when your need involves specific surface quality.

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# Public Relations

By Charles E. Reiche  
Public Relations Director

## Employee Communications Media

♦ HOW do you communicate with your employees when you have a serious controversial issue on your hands?

The results of a very interesting and valuable survey recently finished at the University of Bridgeport may be helpful to you in determining how to handle things when you and your employees are in disagreement over some vital matter of relations between you and them. The survey was conducted under the direction of Professor Howard Boone Jacobson, chairman of the Department of Journalism at the university and moderator of the National Industrial Communication Panel, a function of his department.

Fifty-two industrial companies throughout the country were checked by Jacobson and his staff as to the way they communicate with their employees when controversy develops. The question asked of the companies was: "Are the controversial issues listed in the survey part of your regular, established news flow of communication to your various publics or can they be classified as primarily crisis communication tactics?"

Panel members replied to the question that automation, union negotiations, union representation elections, product price increases, employee pay scales, guaranteed annual wages, right-to-work laws, cost-of-living increases are an essential part of the regular news flow to their various publics of the 52 companies.

Strikes and work stoppages were considered by the panel as events calling for crisis communication tactics while union negotiations and right-to-work controversy were classified both as part of the regular news flow and as calling for crisis communication tactics.

The survey shows that the media preferences on the various issues were as follows:

**AUTOMATION** — *Media most used:* plant newspaper, plant magazine, community newspaper; *media used to some extent:* roundtable conference, newsletters, community radio, personal letters; *media not used:* individual conferences, mass meetings, daily bulletins, plant billboards.

**STRIKES, WORK STOPPAGE** — *Media most used:* personal letters, com-

munity newspaper, community radio; *media used to some extent:* newsletters, plant newspaper, bulletin boards, community TV; *media not used:* reading rack, plant billboards.

**UNION NEGOTIATIONS** — *Media most used:* personal letters, community newspaper, plant newspaper; *media used to some extent:* newsletters, roundtable conference, community radio; *media not used:* public address system, plant billboards.

**UNION REPRESENTATION ELECTIONS** — *Media most used:* plant newspaper, newsletters, personal letters; *media used to some extent:* bulletin boards, mass meetings, community newspaper, community radio; *media not used:* public address system.

**PRODUCT PRICE INCREASE** — *Media most used:* community newspaper, personal letters, newsletter; *media used to some extent:* plant newspaper, plant magazine; *media not used:* posters, public address system, reading rack.

**EMPLOYEE PAY SCALES** — *Media most used:* plant newspaper, daily bulletin, newsletters; *media used to some extent:* individual conference, roundtable conference, community radio; *media not used:* daily bulletin, plant bulletin board.

**GUARANTEED ANNUAL WAGES** — *Media most used:* plant magazine, personal letters, plant newspaper; *media used to some extent:* community newspaper, community radio, newsletters; *media not used:* reading rack.

**RIGHT-TO-WORK LAWS** — *Media most used:* plant newspaper, community newspaper, personal letters; *media used to some extent:* plant magazine, newsletters, posters; *media not used:* public address system, daily bulletin, plant billboards.

**COST-OF-LIVING INCREASES** — *Media most used:* plant newspaper, personal letters, community newspaper; *media used to some extent:* bulletin boards, community radio, plant magazine; *media not used:* public address system, daily bulletin.

**SPECIFIC POLITICAL ISSUES** — *Media most used:* plant magazine, newsletters, plant newspaper; *media used to some extent:* roundtable conference, posters, mass meeting; *media*

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not used: bulletin boards, community radio, public address system, plant billboards.

To recapitulate, media most used for communicating with employees on controversial issues, in order of use, are plant newspapers, personal letters to employees, the community newspaper and newsletters.

Media used in part are plant magazines, community radio, roundtable conferences, bulletin boards, community TV, individual conferences and mass meetings.

Media rarely used are reading racks, posters, daily bulletin, public address systems and plant billboards.

In studying the results of the University of Bridgeport survey it is essential to bear in mind that media use for communicating with employees in this instance deals only with controversial topics. Bulletin boards, you will note, are used only occasionally. This is not to be taken as meaning that bulletin boards, to cite one example, are only so-so as a communication medium; they are fine for announcing bowling scores, the annual clambake, plant rules, meetings, general information or topics which are not controversial, the study indicates.

The media use study is the first of 10 planned by the university's National Industrial Communication Panel. Each of the surveys is aimed at serving the general cause of communication among the various groups within American industry and between industry itself and publics outside industrial boundaries as well.

Professor Jacobson, who is directing the work of the NICP, is the author of the book "Automation and Society" which spells out the impact of today's technology on American society at large. The volume was published last year.

There are no individual personalities on the panel. The panelists, says Jacobson, are the representatives of the companies involved in the surveys to be undertaken and in the one just finished. The NICP was inaugurated in September, 1959.

#### Fuller Brush Dedicates New Plant

(Continued from page 11)

H. Carl, vice president and general manager, is said to represent the answer to every known vexing office and plant problem that has developed in the company's 54 years experience. Effective site development through grading of the essentially clear area adjacent to a golf course, and the placing of the plant at an elevation of ten to fifteen feet above the surrounding area and back 1,000 feet from the road, gave an altogether pleasing view

of the countryside from the plant and offices.

Internally, raw materials flow from freight cars docked on under cover sidings to storage bins and racks in the receiving department by means of Yale & Towne non-pallet straddling reach (scissors) type extend-a-forks materials handling transport units. From the receiving department the raw materials flow easily with the aid of trucks, overhead crane and conveyors through the various manufacturing and packaging stages to the warehouse where the finished products are stored awaiting shipping orders in a unique rack system which permits both compact storage and easy accessibility to items not constantly needed.

The new system, believed to be the first of its type in the country, eliminates one aisle, lessening time wasted in lift truck movement, saving 880 square feet of floor space comprising 13,200 cubic feet of usable storage area, and giving a 30 per cent additional pallet storage increase within the given area.

The racks permit maximum use of "air rights" available in the new warehouse. Merchandise in the pallet storage area turns over completely every two or three months. The firm plans to expand the system as increasing business makes greater demands on storage facilities.

The chief manufacturing steps are: **BROOM DEPARTMENT.** Assembly of fillers, handles and accessories for 300 to 400 different types and sizes of brooms.

**FILLER MATERIALS.** The receiving, sorting and assembling of natural and synthetic fillers: bristle, hair, acetates, polyethylenes, nylons, etc.

**BRUSH DEPARTMENT.** Forming, twisting, closing and miscellaneous techniques on special machinery.

**COTTON DEPARTMENT.** Manufacturing and assembly of mops and related consumer goods.

**PLASTICS DEPARTMENT.** Major plastic injection molding operation.

The major objective in the plant layout and space requirement determination was to provide, not only for employee comfort through air conditioning and the latest labor saving systems, but also to provide facilities adequate for an approximate five year maximum quota with expansion built-in for a longer range, not through physical space increase, but through improved machinery and automation applications where increased production will justify the changeover.

#### Office Facilities

The entrance lobby of the 74,900 square feet office area is the focal design feature of the building front. With the grade and floor at a half



level below the general plant and office floor, the lobby is treated with a high ceiling and a decorative half-height stair to office and plant level. Exterior is granite facing with metal and glass entrance wall.

The section is divided as follows: Executive section with 13 offices occupying 6,240 square feet; General Area 1, with 16 offices occupying 17,200 square feet; General Area 2, with 19 offices occupying 22,000 square feet; Manufacturing Division, with 12 offices occupying 4,600 square feet; Vault, Cafeteria and miscellaneous, occupying 7,000 square feet.

Employee locker and toilet facilities with rest areas of the latest type, as well as eating facilities are provided by a 280 seat cafeteria dining room with separate kitchen and snack carts that cover plant and office during the morning coffee break. Vending machines for cigarettes and soft drinks are also well placed throughout the plant. Facilities for first aid and general health requirements are centrally located and staffed by two full time nurses and a physician on a part-time basis.

#### Miscellaneous

Since space limits will not permit a detailed description of the many innovations incorporated into this ultra modern factory home planned for "today and tomorrow," we enumerate a few of these features as follows: Side-walls of window wall type construction with pink porcelain enamel panels and gray brick accent walls; interior partitions of movable metal with painted and plastered concrete blocks in perimeter and executive offices; floor construction of concrete with a capacity of 500 pounds per square foot and special machine foundations for compressors and heavy presses with vibration isolation; roof construction of steel deck and two inch insulation with built-up roof; high level of illumination provided by highly flexible power and lighting plant distribution through bus duct plus in contactors and utilization of electronic communication to reduce overhead in timekeeping and records.

In-plant communication provided by Bell telephones linked together by Walker in-floor duct, two-way radio in all ride-type forked trucks, one-way paging for key maintenance personnel, and a central timekeeping system by Executone; manufacturing area provided with outside air through heating and ventilating units for ventilation and process exhaust requirements and entire office area ventilated by admission of sufficient fresh air for personnel through air conditioning units; plant protection provided through guard shelters at employee entrances

staffed around the clock by company personnel and ADT clock stations, burglar-proofing on doors, photobeam protection for warehouse windows and a fully staffed town police force available on call; fire protection provided by a 200,000 gallon suction tank, a 1,000 gallon per minute 100 PST fire pump, a sprinkler system and a tie-in with the municipal system and an AD fire alarm system; maintenance facilities in the tool and gauge section, available to all manufacturing areas which is fully equipped for machine maintenance and for electrical and mechanical services; a fully equipped Printing Department which prints all company forms and performs some sub-contract work; and a Machine Division which produces many special machines for the company's own use and performs sub-contracting work on precision parts and assemblies for the military and for the manufacture of complete textile equipment and machines for the machine tool trade and many other special purpose machines requiring extremely close tolerances to produce; and a Mailing Department that sorts and distributes 5,000 pieces of incoming and outgoing US mail every day as an official substation of the Hartford Post Office.

#### Leadership

Under the leadership of its third president, the youthful Avar E. Fuller, who has been at the helm of the world-famous direct selling organization less than a year, but has already set the objective of increasing the number of Fuller Brush dealers from 7,000 to 10,000 and of doubling the company's annual sales of \$100,000,000, the future rapid growth of the company seems assured.

Like his late brother, Howard, his father Alfred C. Fuller, and all other successful Fuller Brush men, Avar Fuller began his career, after receiving his education at Kingswood and Westminster Preparatory Schools and Casey Jones School of Aeronautics of Newark, New Jersey, as a door-to-door salesman of Fuller Brushes. Later, he worked on the development of automatic brush making machines and came up through the company ranks by assignments in the research, production and distribution departments.

When he became sales manager he traveled to visit the branch and district offices in the country in order to establish closer personal relationships between the field organization and the Hartford headquarters. He became a member of the Board in 1942 and was vice president in charge of the company's industrial division at the time he was elevated to the presidency in May 1959.

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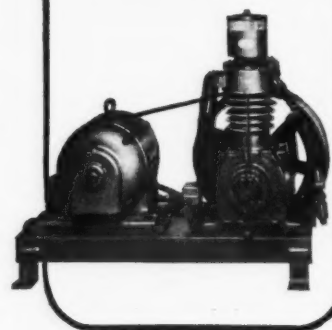
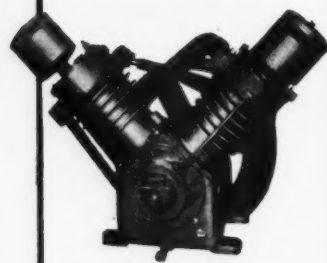
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# Business Tips

## Capital Formation By Provision For Depreciation

By LAWRENCE P. WEBSTER  
Associate Professor of Accounting  
University of Connecticut

♦ **ECONOMIC** forces generated by the fiscal policy to which the United States has been committed during the past twenty years have brought about a period of continued inflation. During this period, our monetary unit has lost about sixty per cent of its purchasing power. It is not our purpose here to go into the causes of inflation but to examine the effect of inflation on the maintenance of productive capital.

According to the Great English philosopher, John Locke, capital is savings stored up in tools and equipment; it is the accumulation of wealth used in production. Capital provides the tools and facilities to maintain and improve the productivity of the economic system. Without the maintenance and the injection of new capital into the system, productivity will decline.

For many years, accountants have provided a measure of the capital used up in the present that was acquired some time in the past. This is accomplished by making provision for depreciation. According to the *Terminology Bulletin* of the American Institute of Certified Public Accountants, "Depreciation accounting is a system . . . which aims to distribute the costs or other basic value of tangible capital assets. . . . over the estimated useful life of the unit in a systematic and rational manner. It is a process of allocation, not of valuation. Depreciation for the year is that portion of the total charge under such a system that is allocated to the year. Although the allocation may properly take into account occurrences during the year, it is not to be a measurement of the effect of all such occurrences." This definition of depreciation is predicated on the postulate that the purchasing power of the monetary unit remains constant.

The depreciation charge itself does not provide the funds to take care of the property replacements, betterments, and additions; the funds come from the sale of goods and services. The rev-

enues must provide first for the out-of-pocket costs, such as material, labor, taxes, and other operating costs; next, if there is any residual, it is used for capital replacement—depreciation; and last, for a return on investment which may be used to provide additional capital or be distributed to the owners of the enterprise.

The depreciation cost is based on historical cost. This puts companies whose plant, property, and equipment account is large in relation to other assets and to revenues received at a disadvantage. The firms having relatively

long-lived assets are most of the firms in the process industries—petroleum, steel, utilities, chemicals, as well as heavy industry, generally. These industries are now writing off assets, subject to depreciation, at costs that will not replenish these assets at the present time. It is not anticipated that the depreciation will be funded and fully reinvested when the asset is retired but that most of the funds provided by depreciation will be reinvested in the year in which the depreciation is taken. In the first year that a unit is installed, this depreciation may represent a 100 per cent capital recovery, but under conditions of inflation as now exist, in the twentieth year the depreciation will represent only a forty per cent capital recovery. If an asset were acquired in 1940, the depreciation taken in that year would provide fully for the maintenance of capital used up in that year. However, when the same amount of depreciation is taken in 1960, because of a decline of sixty per cent in the purchasing power of the monetary unit, this same depreciation will replace but forty per cent of the capital used up in that year.

"A lot of figures have been quoted to show that depreciation charges have been grossly inadequate in relation to the amount necessary to replace the



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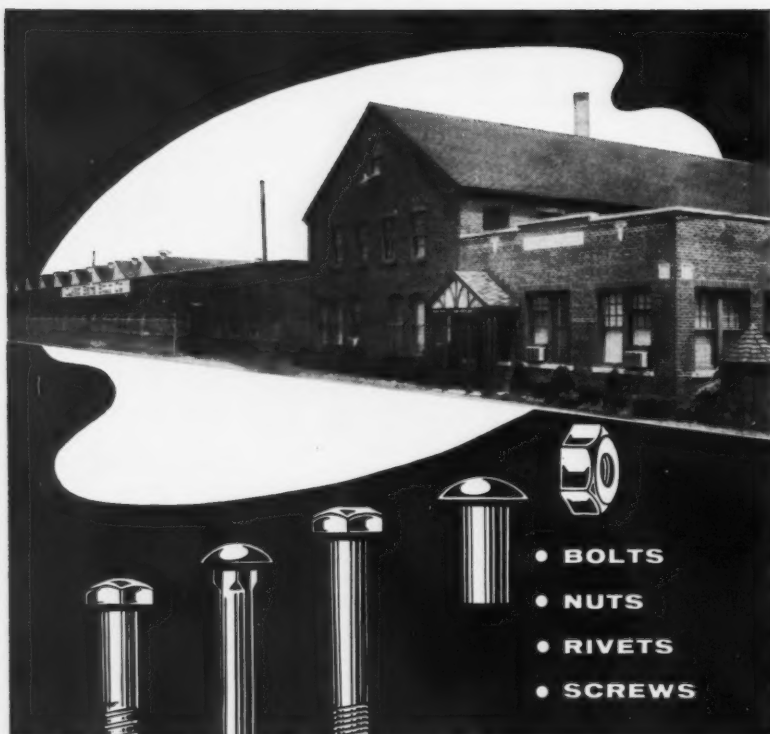
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depreciating facilities," according to Carmen Blough, Director of Research of the American Institute of C.P.A.'s. He continues, "However, it should not take any statistics to convince anyone that, in a period of rapidly rising prices, this would be inevitable."

This treatment of depreciation as a cost of operation appears inconsistent compared with the maintenance cost on the same equipment which costs are stated in current values. Nor is this made any more palatable considering that material and labor costs are stated in the current monetary unit when on the other hand the cost of capital is stated in the monetary unit of a by-gone period.

Where then are the funds to be obtained to maintain the capital intact? Were it not for the relatively high rate of income tax the problem of obtaining capital funds would be little affected as to whether the funds were obtained by a charge for depreciation or from profits left in the business. Depreciation provides funds from revenues on a dollar for dollar basis while funds provided from profits, because of the income tax, must have \$2.08 to yield one dollar of capital funds. This can be seen readily from the following illustration:

Revenues after the deduction of all costs .....	\$2.08
United States Income Tax at 52% .....	1.08
Profit left for capital formation .....	<u>\$1.00</u>

This shows that in order to maintain the capital intact that capital not recovered by depreciation must be obtained from the sales revenue at the rate of \$2.08 for every dollar needed for replenishment and because of inflation must be increased by sixty per cent to allow for higher cost of same item when replaced at a later date.

Just because our depreciation accounting has been based on actual dollar costs does not necessarily mean that this procedure must be adhered to forever. The purchasing power of the monetary unit has fluctuated throughout history. An historical study of monetary rates will show a general inflationary trend interspersed with short periods of deflation.

In periods of inflation, where depreciation is taken on costs incurred in the past, profits have a tendency to be overstated. This, of course, ignores the real economic cost, or what has been termed "economic depreciation." "Economic depreciation" is the loss which occurs due to economic consumption of property in the operation



of a business. Current accounting and tax procedure inadvertently imposes a higher rate of income tax on those firms which have relatively large investments in depreciable capital assets.

The owner obtains earnings which are not true earnings. The government obtains income taxes which amount to a capital levy. The present practice consumes the accumulation of the past. When new capital must be provided just to maintain the level of productive capacity these profits then do not measure the success or failure of the enterprise. One does not make progress toward an objective by treading water nor are profits put back into the enterprise to maintain the capital intact as a measure of progress.

A profit must be realized in such form as to be currently distributable. The recipient of profit must be better off after a transaction has been completed than before the transaction took place. Since a part of the profit reported in current financial statements is a return of capital that portion of the profit is illusory. The elimination of the return of capital from the reported profit will more nearly measure true profit and measure the efficiency with which the business has been conducted. It is this real profit which will provide the new capital needed for a growing economy.

### Outlook For American Exports

(Continued from page 16)

can coffee production at the expense of Latin America. With this in mind, Brazil adopted a new policy in 1959 by selling lower grade coffee on the world market below African prices. This move led to the inclusion of France and Portugal along with 15 Latin American nations in the Coffee Agreement that was recently signed in Washington.

Meanwhile, since Brazil's reduced coffee earnings have forced her to curtail imports from the United States and Western Europe, she is trying outside of the World Coffee Pact, to negotiate new barter deals with the Soviet Union principally to exchange her coffee surplus against petroleum drilling equipment.

Our exports to the Latin American Republics during 1959 declined sharply as compared with 1958. However, shipments of jet planes that are now beginning should help increase the volume of U.S. exports to these countries.

The possible expansion of our trade with the Soviet Union will, of course, depend on U.S.—Soviet negotiations. Since Russia has little to offer that we cannot obtain from free world countries, there is not much basis for

a really substantial two-way trade expansion.

### New Aids For Exporters

The recently announced plan to put more emphasis on selling American goods at future U.S. exhibits at international trade fairs abroad, should help meet competition from other countries selling their goods at these fairs.

American trade missions, too, are effective in promoting a larger two-way trade and in counteracting the Communist economic challenge especially in the less developed countries.

American exports should be further stimulated due to the new Development Loan Fund rules, requiring foreign credits to be used for purchasing needed goods and services primarily from the United States. Since Western European countries and Japan are now strong enough economically to finance their own exports to the under-developed countries, it is possible that the International Cooperation Administration may eventually adopt a policy similar to D.L.F., as this would also help ease the pressure on our balance of payments.

To retain our production per man-hour advantage it is of course vitally important to keep inflation in check and thus maintain a sound dollar, so that in spite of higher wages, we will continue to be able to meet foreign competition.

In conclusion, those exporters who actively go after sales opportunities abroad are bound to expand their business to the benefit of their own companies and the country as a whole.

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# Accounting Hints

Contributed by

The Hartford Chapter National Association of Accountants

## Accounts Payable Controls In A Standard Cost System

By N. P. QUATRALE  
Royal McBee Corporation

♦ THE Accounts Payable Department is an important section that requires controls in a standard cost system. In cost accounting procedures, a major problem area is the proper authorization of purchases. A purchase requisition will serve as a document necessary to insure proper approval and control. Starting with the department foreman, the articles, parts etc., to be purchased are listed on the requisition. Their use is indicated by a check mark on the form. The approval of the foreman's highest ranking superior is necessary on the purchase requisition before any processing can take place. These forms are submitted to the Accounts Payable Department for the insertion of an account code and then forwarded to the Purchasing Department for the formal preparation of a purchase order.

Some additional controls are considered necessary where the amounts to be expended are between \$25.00 and \$250.00 and are not in the repair or maintenance category. An expenditure request form is prepared by the department foreman stating the nature of the intended purchase and the reason for expenditure. After approval by the Project Coordinator, a purchase requisition form is prepared by him and forwarded to the Accounts Payable Department for account coding. Expenditures in excess of \$250.00 are to be further analyzed by an appropriation committee. Their function is to ascertain what savings can result from the purchase of machinery, tools and equipment. Also to be considered, is the installation of new productive methods that are proposed as replacements of the existing processes.

To expedite the ordering of raw materials, work in process inventories, and stock supplies, a permanent requisition card would be prepared for each part number or code number. After the initial account coding by Accounts Payable, purchase orders would be prepared directly from the permanent requisition form on a reorder basis.

Payments can be controlled by the issuance of receiving slips and their careful matching with vendor's invoices. The Receiving Department furnishes a copy of each receiving report to the Accounts Payable Department. The receiving report numbers are checked off against a numerical control sheet and the signature of the receiving clerk must appear as proof of delivery and receipt. The receiving reports are then entered in a pending file by purchase order number. Purchase orders as received from the Purchasing Department are to be filed numerically in the open file.

As invoices are received from vendors, the original and duplicate copies are stapled together and both copies are stamped with a combination date received and distribution stamp. Invoice extensions and additions must be verified; discount dates and rates of discount entered on the distribution stamp; discounts and net invoice amounts computed and inserted in the spaces provided on the stamp. Invoices

should then be arranged in purchase order sequence and the receiving reports attached to the original invoice copies. All invoices should be checked against the purchase orders to verify prices and quantities. Any differences between the invoices and the purchase orders must be approved by the Purchasing Department. To control invoices which are to leave the Accounts Payable Department for approvals by other departments, the duplicate copies of the invoices are retained and the date submitted is noted on the invoice. When the original copies are returned to the Accounts Payable Department with the required approvals, the date received back in the department is stamped on the original copies. The duplicate copies are attached back to these originals before any further processing. A five-day follow up should be made of all invoices remaining in other departments. If there is a further delay in receiving approvals, this information is to be noted on the retained duplicate copies.

Invoices covering inventory accounts which are subject to the application of standard cost accounting are sent to the Cost Department for the computation of standard costs and variances by accounts and amounts. This information can be obtained from McBee Keysort Cost Cards prepared for each different part or specification number. The duplicate copies of these invoices are retained by the Cost Department. The original copies are returned to the Accounts Payable Department for placement in an open due-date file with other invoices that were not subject to standard cost consideration.

(Continued on page 50)

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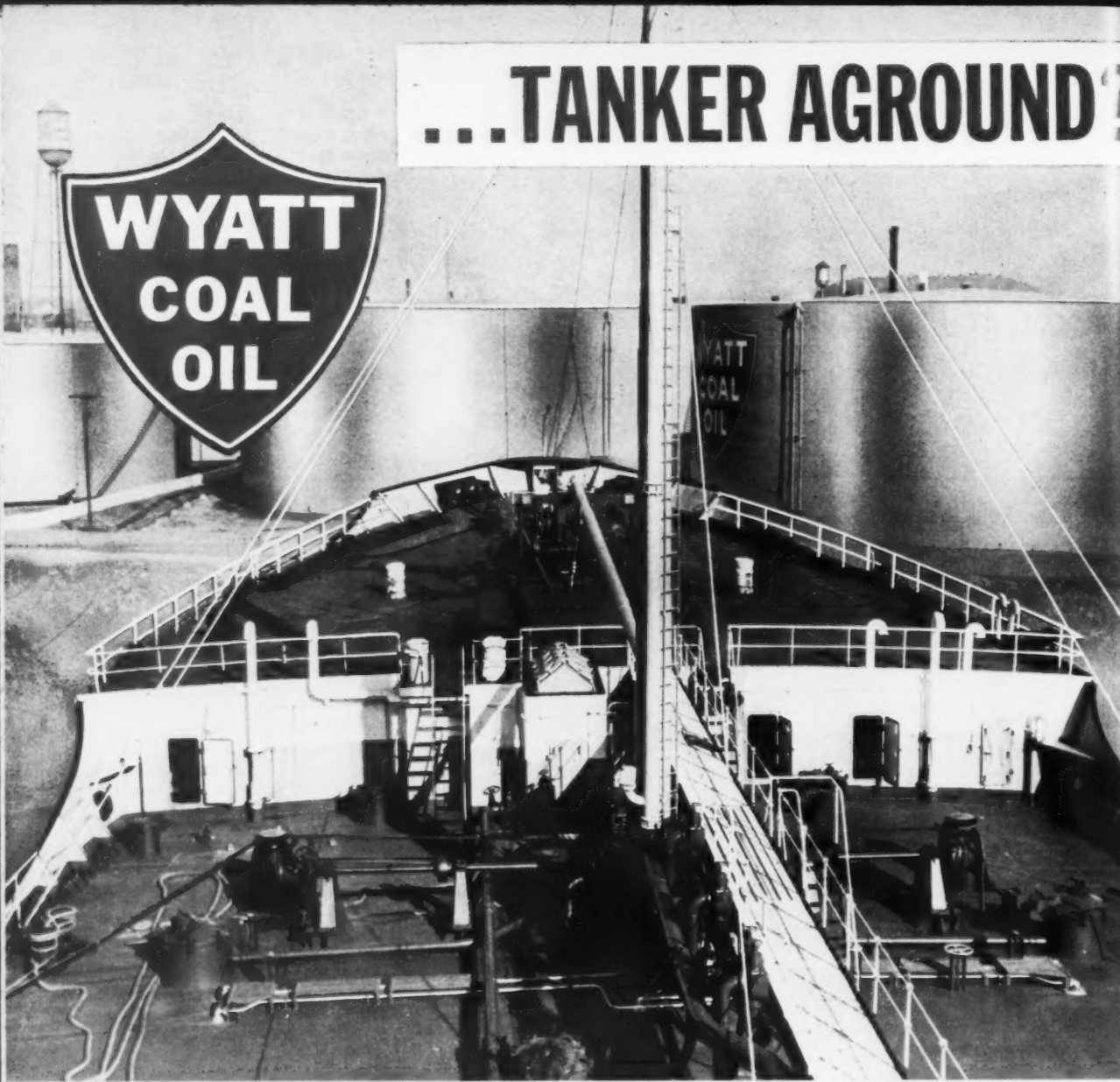
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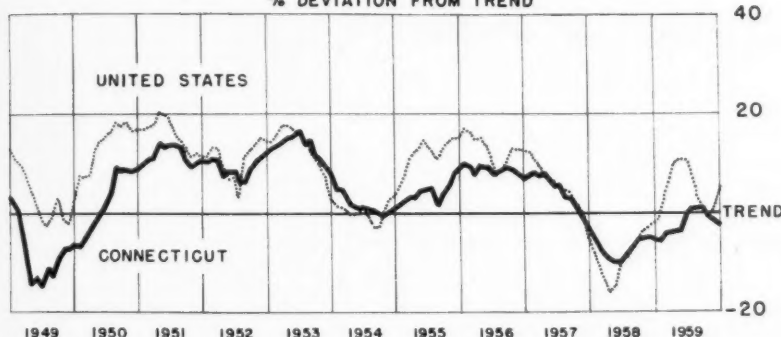


# Business Pattern

**A comprehensive summary of the ups and downs of industrial activity in Connecticut for the thirty day period ending on the 15th day of the second previous month.**

## Connecticut Business Declines in December

INDUSTRIAL ACTIVITY—CONN. vs. UNITED STATES  
% DEVIATION FROM TREND



◆ IN December, Connecticut business showed its usual tendency of slow response to changes on the national scene. Although steel production had been resumed early in November, our Index of Industrial Activity declined slightly to -2.3% in December.

After seasonal adjustment, manufacturing employment and average hours worked per week stayed about level. A decrease in electric power sales more than offset a small increase in construction employment.

The Index averaged -1.8% for the year 1959. This was well above the -7.4% of 1958, but well below the +8.3% and +4.1% averages of 1956 and 1957.

Booming production of steel pushed up the United States Index of Industrial Activity of +5.0% in December. For 1959, the U. S. Index averaged +4.8% compared with -8.6% for 1958 and +5.5% for 1957.

### Employment

Connecticut non-farm employment is continuing its gradual recovery. In December, temporary seasonal hiring helped raise the total to 915,000. This was the first time since December 1957 that the 900,000 mark had been exceeded.

Non-manufacturing employment has resumed its upward trend after a pause during the recession. In December, it topped the half-million mark for the first time.

The number of manufacturing jobs has increased 42,000 from the July

1958 low point, but is still 32,000 under the December 1956 high. This gap in re-employment may be attributed principally to three manufacturing industries—machinery, textiles, and transportation equipment.

More than half of Connecticut non-farm employment was engaged in manufacturing before 1954. Early that year, however, the manufacturing proportion dropped below 50% and has fallen further in recent years. Since January 1956, Connecticut factory employment has decreased from 49% to 45% of the total. Nationally, this de-

cline has been slower—from 33% to 31%.

## Federal Budget

President Eisenhower has proposed to Congress the Federal budget for the fiscal year ending June 30, 1961. The budget proposes spending of \$79.8 billion and estimates receipts at \$84 billion. These would result in a \$4.2 billion surplus, the first substantial one since fiscal 1957 and the largest since 1948.

Spending suggested for 1961 is up \$1.4 billion. The cost of farm price supports is expected to increase \$450 million. A \$300 million rise in veterans' pensions is provided. Increases of \$200 million each are indicated in interest on the public debt, international affairs, natural resources, and general government.

The post office deficit would drop from \$600 million to \$50 million if Congress approves a postage increase.

National security spending will go down \$100 million, but, at \$45.6 billion, will account for well over half of total expenditures. Connecticut's important transportation equipment industry may continue to feel the effects of the switch from aircraft to missiles. Outlays for aircraft will fall from \$7.1 billion in 1960 to \$6.5 billion in 1961.

The estimate of \$84 billion in receipts is \$5.4 billion above 1960. It assumes that business will be good throughout fiscal 1961.

The President clearly wants the projected surplus used for reduction of the public debt. Tax reduction, in his opinion, should come in later years.

Future surpluses, it appears, must depend on constantly increasing receipts. There does not seem to be any possibility, except real disarmament, of

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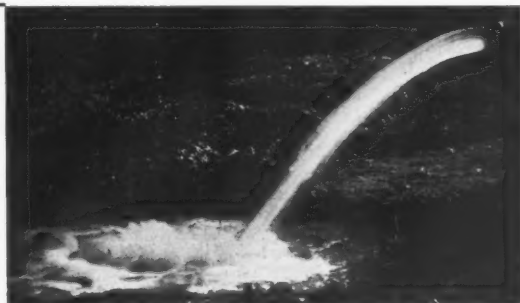
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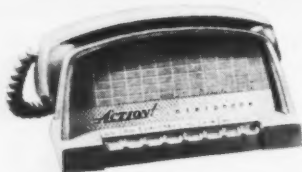


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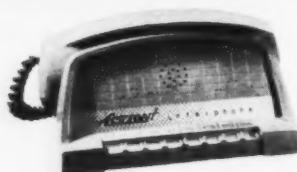
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checking the steady rise in expenditures. It is already evident that future spending will be higher in many areas such as public works, space exploration, education, and urban renewal.

### Outlook for 1960

On the national scene, a number of forces should operate to improve business in 1960 if major work stoppages can be avoided. Consumer buying is expected to rise with the support of higher personal income and installment credit. Increased spending for new plant and equipment is indicated. Businesses should be rebuilding their inventories, especially in the first six months. A higher level of employment is to be expected. Gross National Product will probably surpass \$500 billion.

In Connecticut, gains may be looked for in manufacturing activity. Employment, average hours worked, and industrial power consumption are expected to rise. Non-residential construction should improve moderately despite the drag of tight money. The steady uptrend of non-manufacturing employment will continue.

### Accounting Hints

(Continued from page 47)

One day prior to a payment date, the invoices subject to payment are removed from the due-date file and grouped by companies. The duplicate invoice copies are removed and set aside for later processing. The original invoice copies for each different vendor are machine taped to obtain the net amount of the remittance. This tape is affixed to the last invoice in the vendor's group and will be used in preparing the check. All the invoices of the vendor's group are summarized by account distribution. This information is entered on the last invoice of the group for later consideration by the check writer.

A good system used to pay suppliers by check is to provide a combination voucher-check register system in place of the dual register method. This type of voucher-check provides the vendor with a listing of invoices and amounts being covered by the remittance. This also provides the Accounts Payable Department with account distribution sort slips which, after summarization, become the basis for the monthly disbursement entry. A numerical check register copy should be maintained in bound volumes for reference and for bank reconciliations. The voucher file copy is to be attached to the invoices paid and filed in the vendor's record jacket for future reference and periodic review by auditors both internal and outside.

# Spotlight on the Future

Contributed by National Association of Purchasing Agents  
By Chester F. Ogden, Manager of Purchases  
The Detroit Edison Company

## General Business Conditions

♦ LAST month's optimistic forecast for 1960 is substantiated by the January reports of Purchasing Executives. Production is markedly up, as 44% report improvement this month, compared with 29% last month. Only 13% say their production is off, with the remaining 43% showing no change. A similar improvement is reported in new orders. Last month, 33% told of a better new-order position and this month 41% are in this category. Also, there is a significant drop from the 25% in December to the 17% in January who say their new orders have fallen off. Reports of "no change" remain the same, at 42%.

In spite of many pressures which would seek to raise prices, the over-all movement is only slightly up. Spotty price changes, up and down, are still being reported. Some inventory build-up is showing up as supply lines are again filled with steel items and orders are completed.

Another significant jump in employment is reported this month. This is one of the most encouraging notes in the optimistic forecasts of a good year.

There is not much change in buying policy. Some extended commitments for harder-to-get items and some shortening on shelf items are evident.

Recognizing that the willingness of industry to spend for plant expansion or other capital improvements is a good measurement of their optimism, we asked this special question for January: "Do you plan to spend as much, less, or more for capital improvements in 1960 than you did in 1959?" We expected that as much, or more, might be spent by the majority and this forecast was substantiated. Only 25% say they will spend less, 34% will spend as much, and 41% will spend more.

It would appear that the "soaring sixties" have gotten off to a good first step.

## Commodity Prices

Inflation continues to be a major concern of most Purchasing Executives.

(Composite opinion of purchasing agents who comprise the N.A.P.A. Business Survey Committee, whose Chairman is Chester F. Ogden, Vice President, The Detroit Edison Company, Detroit, Michigan)

Prices, while moving within narrow limits, are inching upwards. Many of our members believe that the threat of foreign competition has served as a check on increases. Even so, some of our members are asking how long they can continue to disregard better prices on foreign goods so as to "buy American." Statistically, 34% say prices are up, 63% say they are the same, and 3% report prices as lower. In each of these instances, the figures are within four percentage points of the past twelve months' averages.

## Employment

Another improvement in employment is reported for January. Factory workers are being called back as production schedules are accelerated. Record output for many industries is being reported almost daily in the press. This is shown in the reports from our members. For January, there are 23% reporting increased employment, and 62% saying they are holding their employment at high levels. Of the 15% reporting fewer on their rolls, such comments as "can't get steel," "keeping rolls down by more overtime," and "building industry is off" seem to characterize the main reasons for reductions.

## Specific Commodity Changes

While prices generally are moving within narrow limits, there continue to be spot reports of significant price increases. Castings and forgings are one such example. Copper is another, but this is more understandable since strikes continue to plague the industry. Dire predictions of inflationary trends (around the corner) are expressed by some.

On the *up* side: Aluminum, copper, tin cans, zinc, heating oils, cotton, fractional horsepower electric motors, cadmium chloride, dyestuffs, steel and iron chain, castings and forgings.

On the *down* side are: Lead, raw sugar, some items of electrical equipment, gasoline (spotty), stearic acid, polyethylene and rubber.

In *short* supply are: Copper, still many steel items and tin plate.

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# PRODUCTS AND SERVICES

THIS department, formerly listing only products made in Connecticut (from 1937 through 1959) is now available for listing not only products made in the state but also services available to industry through management, technical, research or other service organizations located in Connecticut.

Listing rate, \$6.00 per listing for 12 monthly insertions, effective with the February 1960 issue. Listings are payable annually, in advance, or within 30 days after their first insertion.

<b>Abrasives</b>		<b>Aluminum Bronze Castings</b>		<b>Automotive Tools</b>	
Fuller Merriam Company The (Vitrified, Resinoid Bonded Grinding Wheels & Segments)	West Haven	Knapp Foundry Company Inc	Guilford	Eis Manufacturing Company	Middletown
<b>Absorbents</b>		<b>Aluminum Castings</b>		<b>Bag Sealing Machines</b>	
Nielsen & Sons Inc. John R (oil water and grease)	South Windsor	Eastern Malleable Iron Company The	Naugatuck	Derby Sealers Inc	Derby
<b>Accounting Forms</b>		<b>Aluminum Die Castings</b>		<b>Bakelite Mouldings</b>	
Baker-Goodyear Co The	Branford	Mt Vernon Die Casting Corporation	Stamford	Watertown Mfg Co The	Watertown
<b>Accounting Machines</b>		Stewart Die Casting Div.	Stewart-Warner Bridgeport	<b>Balls</b>	
Underwood Corporation	Bridgeport	<b>Aluminum Extrusions</b>		Abbott Ball Co The (steel bearing and burnishing)	Hartford
<b>Adding Machines</b>		Bridgeport Brass Company	Bridgeport	Hartford Steel Ball Co The (steel bearing and burnishing, brass, bronze, monel, stainless aluminum)	Hartford
Underwood Corporation	Bridgeport	<b>Aluminum Forgings</b>		Killian Steel Ball Corp The	Hartford
<b>Adhesives</b>		Bridgeport Brass Company	Bridgeport	New Departure Div of General Motors (steel and steel alloys)	Bristol
Polymer Industries Inc	Springdale	Consolidated Industries Inc	West Cheshire	Pioneer Steel Ball Company Inc (steel for bearings, burnishing, graining; also brass, bronze and stainless)	Unionville
Raybestos Division Raybestos-Manhattan Inc	Bridgeport	Scovill Manufacturing Company	Waterbury	Superior Steel Ball Co Inc (steel bearings & burnishing material)	New Britain
<b>Advertising Mats</b>		<b>Aluminum Ingots</b>		<b>Banbury Mixers</b>	
Adz Inc Div CSW Plastic Types Inc (plates, services)	Rocky Hill	Lapides Metals Corp	New Haven	Farrel-Birmingham Company Inc	Ansonia
<b>Advertising by Representation</b>		<b>Aluminum Sand Castings</b>		<b>Barrels</b>	
Hartz-Miller Associates	Meriden	Bridgeport Deoxidized Bronze Corp	Bridgeport	Abbott Ball Co The (burnishing and tumbling)	Hartford
<b>Advertising Specialties</b>		<b>Aluminum—Sheet and Rod</b>		Enthone Inc (tumbling)	New Haven
H C Cook Co The	Ansonia	Scovill Manufacturing Company	Waterbury	Esbac Barrel Finishing Corp (burnishing & tumbling)	Byram
<b>Air Compressors</b>		<b>Aluminum—Sheets &amp; Coils</b>		Hartford-Steel Ball Co The (tumbling)	Hartford
Spencer Turbine Co The	Hartford	United Smelting & Aluminum Co Inc	New Haven	King Co Alfred B (tumbling and plating)	North Haven
<b>Air-Conditioning</b>		<b>Aluminum Windows</b>		<b>Baskets—Wire</b>	
Norwalk Airconditioning Corp	South Norwalk	Norlee Aluminum Prod Corp (combination and prime)	Bloomfield	Rolock Inc	Fairfield
<b>Air Conditioning Products</b>		<b>Ammunition</b>		<b>Bearings</b>	
Dunham-Bush Inc	West Hartford	Winchester-Western Div Olin Mathieson Chemical Corp	New Haven	Barden Corporation The (ball)	Danbury
<b>Air Ducts</b>		<b>Anodic Coating</b>		Fafnir Bearing Co (ball)	New Britain
Wiremold Co The (Retractable)	Hartford	Fenn Mfg Co The (Dow 17)	Newington	Marlin-Rockwell Corporation	Plainville
<b>Air Heaters—Direct Fired</b>		<b>Anodizing</b>		New Departure Div of General Motors (ball)	Bristol
Peabody Engineering Corporation	Stamford	Aluminum Finishing Co.	Bridgeport	Norma-Hoffman Bearings Corp (ball and roller)	Stamford
<b>Air Impellers</b>		Leed Co The H A	Hamden	Torrington Co The	Torrington
The Torrington Manufacturing Co	Torrington	<b>Anodizing Equipment</b>		<b>Bellows Assemblies</b>	
<b>Aircraft</b>		Enthone Inc	New Haven	Bridgeport Thermostat Div	Robertshaw—Milford
Sikorsky Aircraft Division	United Aircraft Corporation (helicopters)	Auburn Manufacturing Company The (gas-kets, packings, wicks)	Middletown	Fulton Controls Co	Milford
<b>Aircraft Accessories</b>		<b>Asarcon Bronze</b>		<b>Bellows—Metallic</b>	
Chandler Evans Div Pratt & Whitney Co Inc (Piston and Jet Engine Accessories—Carburetors, Fuel Controls, Afterburner Regulators, Pumps, Servomechanisms and Protek Plugs)	West Hartford	Derby Castings Company, The	Seymour	Bridgeport Thermostat Div	Robertshaw—Milford
Consolidated Controls Corp	Bethel	Knapp Foundry Company Inc (bushing & bearing stock)	Guilford	Fulton Controls Co	Milford
Fenn Mfg Co The (Hardened and Ground Gear Assemblies)	Newington	<b>Assemblies—Small</b>		<b>Bells</b>	
Gabb Special Products Inc (filler caps—pressure fuel servicing systems)	Windsor Locks	Barnes Co The Wallace Div Associated Spring Corp	Bristol	Bevin Brothers Mfg Co	East Hampton
Hamilton Standard Div United Aircraft Corp (propellers and other aircraft equipment)	Windsor Locks	Greist Manufacturing Co The	New Haven	N N Hill Brass Co The	East Hampton
<b>Aircraft Engine Timing Tools</b>		Hartford Machine Screw Co Div of Standard Screw Co	Hartford	<b>Belt Fasteners</b>	
Gabb Special Products Inc	Windsor Locks	Stanley Humason Inc	Forestville	Saling Manufacturing Company (patented self-aligning)	Unionville
<b>Aircraft Engine Details</b>		J H Sessions & Son	Bristol	<b>Beltng</b>	
Hartford Machine Screw Co Div of Standard Screw Co	Hartford	<b>Audio-Visual Equipment</b>		Hartford Belting Co	Hartford
New Haven Trap Rock Co The Machine Products Div	North Branford	Victor Animatograph Corp a div of Kalart (16mm sound and silent projectors; 35mm filmstrip and sound slide film projectors)	Plainville	Russell Mfg Co (High Speed Endless, Laminated Rubber, Roll Stock all types)	Middletown
<b>Aircraft Engines</b>		<b>Automatic Buffing &amp; Polishing Machines</b>		<b>Bends—Pipe or Tube</b>	
Lycoming Division Avco Manufacturing Corp	Stratford	Harper Buffing Machine Company The	East Hampton	National Pipe Bending Co The	New Haven
Pratt & Whitney Aircraft Div United Aircraft Corp (aircraft)	East Hartford	<b>Auto Cable Housing</b>		<b>Bicycle Sundries</b>	
<b>Aircraft Fasteners</b>		Wiremold Company The	Hartford	Torrington Co The	Torrington
Bland Buner Co The Thread Products Div	Hartford	<b>Automatic Assembly Machines</b>		<b>Blackening Salts for Metals</b>	
Hartford Machine Screw Co Div of Standard Screw Co	Hartford	Sperry Products Inc	Danbury	Du-Lite Chemical Corp	Middletown
Scovill Manufacturing Company (PANELOC Aircraft Fasteners)	Waterbury	<b>Automatic Control Instruments</b>		Enthone Inc	New Haven
<b>Aircraft Instruments</b>		Bristol Co The (temperature, pressure, flow, humidity, time)	Waterbury	Mitchell-Bradford Chemical Co	Milford
Gorn Electric Company Inc	Stamford	<b>Automobiles—Children's</b>		<b>Black Oxide Finishing</b>	
<b>Aircraft—Repair &amp; Overhaul</b>		Powercar Company	Mystic	Black Oxide Inc	New Britain
Airport Department Pratt & Whitney Aircraft Division	Rentschler Field East Hartford	<b>Automotive Bodies</b>		Black Oxide Treatment	Elmwood
<b>Aircraft Studs and Bolts</b>		Metropolitan Body Company	Bridgeport	Bennett Metal Treating Co The	Elmwood
Hartford Machine Screw Co Div of Standard Screw Co	Hartford	<b>Automotive Parts</b>		<b>Blades</b>	
<b>Aircraft Test Equipment</b>		Bridgeport Thermostat Div	Robertshaw—Middletown	Capewell Manufacturing Company Metal Saw Division (hack saw and band saw)	Hartford
United Manufacturing Co Division of The W L Maxson Corp	Hamden	Fulton Controls Co (automobile thermostat)	Milford	<b>Blacks</b>	
<b>Alumilite Aluminum Sheets</b>		Eis Manufacturing Co (Hydraulic and Mechanical)	Middletown	Howard Company (cupola fire clay)	New Haven
Leed Co The H A	Hamden	Raybestos Division of Raybestos-Manhattan Inc (Brake Lining, Lined Brake Shoes, Clutch Facings, Automatic Transmission Parts, Fan Belts, Radiator Hose and Miscellaneous Rubber)	Bridgeport	<b>Blower—Centrifugal Type</b>	
<b>Aluminum Awnings</b>		<b>Automatic Polishing and Buffing Equipment</b>		Spencer Turbine Co, The	Hartford
Norlee Aluminum Prod Corp	Bloomfield	Packer Machine Company	Meriden	<b>Blower Fans</b>	



# CONNECTICUT PRODUCTS AND SERVICES

<b>Blower Systems</b>		
Colonial Blower Company	Plainville	
Ripley Co	Middletown	
Ventilating Supplies Inc	Plainville	
<b>Blower Wheels</b>		
Torrington Manufacturing Company	The Torrington	
<b>Blueprints and Photostats</b>		
Joseph Merritt & Co	Hartford	
<b>Boilers</b>		
Bigelow Co The	New Haven	
<b>Bolts and Nuts</b>		
Clark Brothers Bolt Co	Middale	
Hartford Machine Screw Company		
Div of Standard Screw Co	Hartford	
Torrington Co The	Torrington	
<b>Boring Tools</b>		
Atrax Company The (solid carbide)	Newington	
<b>Bottles</b>		
Feldman Glass Co. The	New Haven	
<b>Box Board</b>		
Bird & Son Inc	New Britain	
Continental Can Co., Boxboard and		
Folding Carton Division	Montville	
Federal Paper Board Co Inc		
Montville, New Haven & Versailles		
Lydall & Foulds Paper Co The	Manchester	
New Haven Board & Carton Co The		
Robertson Paper Box Co	New Haven	
	Montville	
<b>Boxes</b>		
Bird & Son Inc (corrugated, solid fibre, cleated		
containers)	New Britain	
Connecticut Container Corporation		
Continental Can Co., Fibre Drum and	New Haven	
Corrugated Box Division	Portland	
Merriam Mfg Co (steel cash, bond, security,		
fitted tool and tackle boxes)	Durham	
Warner Bros Co The (Acetate, Paper, Acetate		
and Paper Combinations, Counter Display,	Bridgeport	
Setup)		
<b>Boxes and Crates</b>		
City Lumber Co of Bridgeport Inc The	Bridgeport	
<b>Boxes—Folding</b>		
Leshine Carton Co	Branford	
<b>Boxes—Metal</b>		
Durham Mfg Co.	Durham	
Merriam Mfg Co (Bond and Security, Cash and		
Utility, Personal Files and Drawer Safes)	Durham	
Scovill Manufacturing Company (aluminum,		
brass, bronze, copper-cosmetic, drug, hair		
pin, ointment, pill, powder, rouge, vanity)	Waterbury	
<b>Boxes—Paper—Folding</b>		
Atlantic Carton Corp	Norwich	
Bridgeport Paper Box Co	Bridgeport	
Carpenter-Hayes Paper Box Co Inc	East Hampton	
Continental Can Co., Boxboard and		
Folding Carton Division	Montville	
Curtis & Sons Inc S	Sandy Hook	
Folding Cartons Incorporated (paper, folding)	Versailles	
Mills Inc H J	Bristol	
National Folding Box Co Div Federal Paper		
Board Co Inc (paper folding)	New Haven	
New Haven Board & Carton Co The	Versailles	
Robertson Paper Box Co	New Haven	
Warner Bros Co The	Montville	
	Bridgeport	
<b>Boxes—Paper—Setup</b>		
Bridgeport Paper Box Co	Bridgeport	
Heminway Corporation The	Waterbury	
Mills Inc H J	Bristol	
Strouse Adler Company The	New Haven	
Warner Bros Co The	Bridgeport	
<b>Brake Cables</b>		
Eis Manufacturing Co	Middletown	
<b>Brake Linings</b>		
Raybestos Division of Raybestos-Manhattan		
Inc (Automotive and Industrial)	Bridgeport	
Russell Mfg Co (all types, Fused Fabric,		
Durak, Wireback, Extruded)	Middletown	
<b>Brake Service Parts</b>		
Eis Manufacturing Co	Middletown	
<b>Brass &amp; Bronze</b>		
American Brass Co The (sheet, wire, rods,		
tubes)	Waterbury	
Bridgeport Rolling Mills Company (coil, sheet,		
strip)	Bridgeport	
Bristol Brass Corp The (sheet, wire, rods)		
Chase Brass & Copper Co	Bristol	
Miller Company The (phosphor bronze and		
brass in sheets, strips, rolls)	Meriden	
Plume & Atwood Mfg Co The (sheet, wire,		
rod)	Thomaston	
Scovill Manufacturing Company	Waterbury	
Tinsheet Metals Co The (sheets and rolls)		
Western Brass Mills Div of Olin Mathieson	Waterbury	
Chemical Corp (sheet, strip)	New Haven	
<b>Brass &amp; Bronze Ingot Metal</b>		
Mitchell Smelting & Refining Co Inc	Botsford	
Plume & Atwood Mfg Co The	Thomaston	
Whipple and Choate Company The	Bridgeport	
<b>Brass, Bronze, Aluminum Castings</b>		
Derby Castings Company, The	Seymour	
Victors Brass Foundry Inc	Guilford	
<b>Brass Goods</b>		
American Brass Company The	Waterbury	
Plume & Atwood Mfg Co The (to order)		
Rostand Mfg Co. The (Ecclesiastical Brass	Waterbury	
Wares)	Milford	
Scovill Manufacturing Company (to order)		
Western Brass Mills Div Olin Mathieson Chem-	Waterbury	
ical Corp	New Haven	
<b>Brass Mill Products</b>		
American Brass Company The	Waterbury	
Chase Brass & Copper Co	Waterbury	
Plume & Atwood Mfg Co The	Thomaston	
Scovill Manufacturing Company	Waterbury	
Seymour Manufacturing Co. The	Seymour	
Western Brass Mills Div Olin Mathieson Chem-	Waterbury	
ical Corp	New Haven	
<b>Brick-Building</b>		
Donnelly Brick Co The	New Britain	
Stiles Corp subsidiary of Plasticrete Corp	North Haven	
<b>Bricks—Fire</b>		
Howard Company	New Haven	
Mullite Works Refractories Div H. K. Porter		
Co Inc	Shelton	
<b>Bright Wire Goods</b>		
Sargent & Company (Screw Eyes, Screw		
Hooks, Cup Hooks, Hooks and Eyes, C H	New Haven	
Hooks)		
<b>Broaching</b>		
Hartford Special Machinery Co The	Hartford	
<b>Bronze &amp; Aluminum Castings</b>		
Knapp Foundry Company Inc (rough or mach-	Guilford	
ined)		
<b>Bronze Sand Castings</b>		
Bridgeport Deoxidized Bronze Corp	Bridgeport	
<b>Brooms—Brushes</b>		
Fuller Brush Co The	Hartford	
<b>Buckles</b>		
B Schwanda & Sons	Staffordville	
Hawie Mfg Co The	Bridgeport	
North & Judd Manufacturing Co.	New Britain	
Patent Button Co The	Waterbury	
Risdon Manufacturing Co John M. Russell Div	Naugatuck	
<b>Buffing &amp; Polishing Compositions</b>		
Apothecaries Hall Company Division		
The Hubbard Hall Chemical Company	Waterbury	
Lea Mfg Co	Waterbury	
<b>Building Materials</b>		
City Lumber Co of Bridgeport Inc	Bridgeport	
<b>Burners</b>		
Plume & Atwood Mfg Co The (kerosene oil		
lighting)	Thomaston	
<b>Burners—Automatic</b>		
Peabody Engineering Corporation	Stamford	
<b>Burners—Coal and Oil</b>		
Peabody Engineering Corporation (Combined)	Stamford	
<b>Burners—Gas</b>		
Peabody Engineering Corporation (Blast Fur-	Stamford	
nace)		
<b>Burners—Gas and Oil</b>		
Peabody Engineering Corporation (Combined)	Stamford	
<b>Burners—Refinery</b>		
Peabody Engineering Corporation (For Gas	Stamford	
and Oil)		
<b>Burnishing</b>		
Abbott Ball Co The (Burnishing Barrels and		
Burnishing Media)	Hartford	
Pioneer Steel Ball Company Inc (balls, cones,		
other metallic shapes)	Unionville	
<b>Burs</b>		
Atrax Company The (carbide)	Newington	
Pratt & Whitney Co Inc (carbide and HSS)		
	West Hartford	
<b>Business Forms</b>		
Connecticut Manifold Forms Co. The	West Hartford	
<b>Business Counsellors</b>		
Wirth Management Company	Wilton	
<b>Buttons</b>		
B Schwanda & Sons	Staffordville	
Frank Parizek Manufacturing Co The	Putnam	
Scovill Manufacturing Company (Uniform and		
Tack Fasteners)	Waterbury	
Waterbury Companies Inc (Uniform and Fancy	Waterbury	
Dress)		
<b>Cabinet Work</b>		
Hartford Builders Finish Co	Hartford	
<b>Cable—Asbestos Insulated</b>		
Rockbeston Wire & Cable Co Div Cerro de		
Pasco Corp	New Haven	
<b>Cable-Interlocked Armor</b>		
General Electric Company	Bridgeport	
<b>Cable—Nonmetallic Sheathed</b>		
General Electric Company	Bridgeport	
<b>Cages</b>		
Andrew B. Hendryx Co The (bird and animal)	New Haven	
<b>Cams</b>		
American Cam Company Inc	Hartford	
Hartford Special Machinery Co The	Hartford	
Rowbottom Machine Company Inc	Waterbury	
<b>Cams, 2 Dimensional</b>		
Mallory Industries, Inc	West Hartford	
Parker-Hartford Corporation	Hartford	
<b>Cams, 3 Dimensional</b>		
Mallory Industries, Inc	West Hartford	
Parker-Hartford Corporation	Hartford	
<b>Capacitors</b>		
Electro Motive Mfg Co Inc. The (mica & trim-		
mer)	Willimantic	
<b>Carbide Shape Dies</b>		
Thomaston Tool & Die Co (any form)	Thomaston	
<b>Carbide Tools</b>		
Atrax Company The (solid)	Newington	
Precision Tool & Die Co	Waterbury	
<b>Carbon Pile Type Resistors</b>		
Engineered Metals	Manchester	
<b>Card Clothing</b>		
Standard Card Clothing Co The (for textile		
mills)	Stafford Springs	
<b>Card Indexes</b>		
Wassell Organization Inc	Westport	
<b>Carpenter's Tools</b>		
Sargent & Company (Planes, Squares, Plumb		
Bobs, Bench Screws, Clamps and Saw Vices)	New Haven	
<b>Carpets and Rugs</b>		
Bigelow-Sanford Carpet Co	Thompsonville	
<b>Carton Closure Equipment</b>		
Better Packages Inc ("Tape-O-Matic," "Better		
Pack")	Shelton	
<b>Casters</b>		
Bassick Company The (Industrial and General)	Bridgeport	
<b>Castings</b>		
Connecticut Foundry Co (grey iron)	Rocky Hill	
Connecticut Malleable Castings Co. (malleable		
iron castings)	New Haven	
Ductile Iron Foundry Inc	Stratford	
Eastern Malleable Iron Company The (malle-		
able iron, metal and alloy)	Naugatuck	
Farrel-Birmingham Company Inc (Mechanite		
Nodular Iron, Steel)	Ansonia	
H R Engineering Laboratories Inc (centrifugal,		
steel mold)	East Haddam	
Malleable Iron Fittings Co (malleable iron and		
steel)	Branford	
McLagon Foundry Co. (grey iron)	New Haven	
New England Alloy Casting Corp	Hartford	
Newton-New Haven Co (zinc and aluminum)		
	West Haven	
Nutmeg Crucible Steel Co (steel)	Branford	
Plainville Casting Company (gray, alloy and		
high tensile irons)	Plainville	
Philbrick-Booth & Spencer Inc	Hartford	
Product Machine Company The	Bridgeport	
Scovill Manufacturing Company (Brass &		
Bronze)	Waterbury	
Turner & Seymour Mfg Co The (gray iron,		
semi steel and alloy)	Torrington	
Union Mfg Co (grey iron & semi steel)		
	New Britain	
Waterbury Foundry Company The (highway &		
sash weights)	Waterbury	
Wilcox Crittenden & Co Inc (gray iron and		
brass)	Middletown	
	(Advt.)	
<b>Castings—Investment</b>		
Arwood Precision Casting Corp	Groton	

# CONNECTICUT PRODUCTS AND SERVICES

<b>Cements—Refractory</b>	
Mullite Works Refractories Div H K Porter Co Inc	Shelton
<b>Centerless Grinding</b>	
Brown Manufacturing Co	New Britain
New England Centerless Grinding, Inc.	West Hartford
Winsted Centerless Co	Winsted
<b>Centers</b>	
Ready Tool Co The (anti friction, carbide tipped, high speed)	Stratford
<b>Centrifugal Pumps</b>	
Hameo Inc (gasoline or electric driven)	New Haven
<b>Cermets</b>	
Russell Mfg Co (for missiles, and for friction materials)	Middletown
<b>Chain</b>	
Risdon Manufacturing Co John M Russel Div	Naugatuck
Turner and Seymour Mfg Co The (weldless, anah, jack, safety, furnace, universal, lion and cable)	Torrington
<b>Chain-Beaded</b>	
Auto-Swage Products Inc	Shelton
Bead Chain Mfg Co The	Bridgeport
<b>Chain—Power Transmission and Conveying</b>	
Whitney Chain Company	Hartford
Whitney Chain Co The Subsidiary of Foote Bros Gear and Machine Corp	Hartford
<b>Chairs</b>	
The Hitchcock Chair Company	Riverton
<b>Chemical Manufacturing</b>	
Carwin Company The	North Haven
<b>Chemicals</b>	
Apothecaries Hall Company Division	Waterbury
The Hubbard Hall Chemical Company	Shelton
Axton-Cross Co	North Haven
Macalaster Bicknell Company	New Haven
MacDermid Incorporated	Waterbury
Naugatuck Chemical Division	United States
Rubber Co	Naugatuck
New England Lime Company	Canaan
Pfizer & Co Inc Chas	Groton
United States Chemical Corp (maintenance and powdered hand soap, floor waxes, cleaners, disinfectants, fuel additives)	New Haven
<b>Chemicals—Agriculture</b>	
Naugatuck Chemical Division	United States
Rubber Co (insecticides, fungicides, weed killers)	Naugatuck
<b>Chemists—Analytical and Consulting</b>	
Bridgeport Testing Laboratory Inc	Bridgeport
<b>Christmas Light Clips</b>	
Foursome Manufacturing Co	Bristol
<b>Chromium Plating</b>	
Chromium Corp of America	Waterbury
Chromium Process Company The	Shelton
<b>Chucks</b>	
Cushman Chuck Co The	Hartford
Jacobs Manufacturing Co The	West Hartford
Jacobs Manufacturing Co The (drill chucks lathe collet chucks and arbors)	West Hartford
Skinner Chuck Co The	New Britain
Union Manufacturing Company	New Britain
<b>Chucks—Drill</b>	
Jacobs Manufacturing Co The	West Hartford
<b>Chucks &amp; Face Plate Jaws</b>	
Cushman Chuck Co The	Hartford
Skinner Chuck Co The	New Britain
Union Mfg Co	New Britain
<b>Chucks—Power Operated</b>	
Cushman Chuck Co The	Hartford
Skinner Chuck Co The	New Britain
Union Manufacturing Company	New Britain
<b>Clay</b>	
Howard Company (Fire Howard "B" and High Temperature Dry)	New Haven
<b>Cleaning Compounds</b>	
Enthone Inc (Industrial)	New Haven
MacDermid Incorporated	Waterbury
<b>Clock Mechanisms</b>	
Lux Clock Mfg Co The	Waterbury
<b>Clocks</b>	
E Ingraham Co The	Bristol
United States Time Corporation The	Waterbury
<b>Clocks—Alarm</b>	
Lux Clock Mfg Co The	Waterbury
<b>Clocks—Automatic Cooking</b>	
Lux Clock Mfg Co The	Waterbury
<b>Clutches</b>	
Snow-Nabstedt Gear Corp The	New Haven
<b>Clutch Facings</b>	
Raybestos Division of Raybestos-Manhattan Inc (Molded, Woven, Semi-metallic and Full-metallic)	Bridgeport
Russell Mfg Co (rubber Shock Cord—all sizes and types)	Middletown
<b>Coils—Electric</b>	
Bittermann Electric Company	Canaan
Rowley Spring Co. Inc., The (Air-wound for television and electronic industries)	Bristol
<b>Coils—Pipe or Tube</b>	
National Pipe Bending Co The	New Haven
Whitlock Manufacturing Co The	Hartford
<b>Cold Molded Electrical Insulation</b>	
Meriden Molded Plastics	Meriden
<b>Commercial Heat Treating</b>	
A F Holden Company The	West Haven
<b>Commercial Truck Bodies</b>	
King Co Alfred B	North Haven
Metropolitan Body Company	Bridgeport
<b>Compacts</b>	
Scovill Manufacturing Company (powder and rouge)	Waterbury
<b>Comparators</b>	
Pratt & Whitney Co Inc (Electro-limit and Air-O-Limit)	West Hartford
<b>Compressors</b>	
Brunner Division of Dunham-Bush Inc (Refrigeration, Air Conditioning and Air Compressors)	West Hartford
Norwalk Company Inc (high pressure air and gas)	South Norwalk
<b>Computers</b>	
Reflectone Electronics, Inc.	Stamford
Royal McBee Corp	Hartford
<b>Concrete Products</b>	
Plasticrete Corp	Hamden, Hartford, North Haven, Waterbury, Willimantic
<b>Condenser and Heat Exchanger Tubes</b>	
Bridgeport Brass Company	Bridgeport
Scovill Manufacturing Company	Waterbury
<b>Cones</b>	
Sonoco Products Co (Climax-Lowell Div.) (Paper)	Mystic
<b>Connector</b>	
Gorn Electric Co Inc (precision miniature electrical and printed circuit)	Stamford
<b>Construction Equipment Trailers</b>	
Kensington Welding & Trailer Co The	Kensington
<b>Consulting Engineers</b>	
McNeal J D (Electrical and Electronic)	New Haven
Stanley P. Rockwell Co Inc The (Consulting)	Hartford
<b>Continuous Mill Gages</b>	
Pratt & Whitney Co Inc	West Hartford
<b>Contract Machining</b>	
Laurel Mfg Co Inc (Precision Production Small Parts)	Plainville
Malleable Iron Fittings Company	Branford
<b>Contract Manufacturers</b>	
Fenn Mfg Co The (Precision Machine Work)	Newington
Greist Mfg Co The (metal parts and assemblies)	New Haven
Hartford Machine Screw Co Div of Standard Screw Co	Hartford
Merriam Mfg Co (production runs—metal boxes and containers to specifications)	Durham
Plume & Atwood Mfg Co The (metal parts and assemblies)	Thomaston
Scovill Manufacturing Company (metal parts and assemblies)	Waterbury
J H Sessions & Son	Bristol
Torrington Co The	Torrington
<b>Controllers</b>	
Bristol Company The	Waterbury
Manning Maxwell & Moore Inc	Stratford
Panish Controls (Remote Controls for Marine & Aeronautic Applications)	Bridgeport
<b>Controls—Hydraulic Remote</b>	
Sperry Products Inc	Danbury
<b>Converters DC to AC</b>	
Electric Specialty Co	Stamford
Safety Electrical Equipment Corp	New Haven
<b>Conveyor Systems</b>	
Hayes-Te Equipment Corp Connecticut Conveyor Division (Conveyor Co The)	Unionville
King Co Alfred B	North Haven
Leeds Conveyor Mfg Co The	East Haven
Production Equipment Co	Meriden
<b>Copper</b>	
American Brass Corp The (sheet, wire, rods, tubes)	Waterbury
Bristol Brass Corp The (steel)	Bristol
Chase Brass & Copper Co (sheet, rod, wire tube)	Waterbury
Thinsheet Metals Co The (sheet and rolls)	Waterbury
Western Brass Mills Div Olin Mathieson Chemical Corp	New Haven
<b>Copper Castings</b>	
Knapp Foundry Company Inc	Guilford
<b>Copper Sand Castings</b>	
Bridgeport Deoxidized Bronze Corp	Bridgeport
<b>Copper Sheets</b>	
American Brass Company The	Waterbury
New Haven Copper Co The	Seymour
<b>Copper Shingles</b>	
New Haven Copper Co The	Seymour
<b>Copperware</b>	
Bridgeport Brass Company (cooking utensils)	Bridgeport
<b>Copper Water Tube</b>	
American Brass Company The	Waterbury
<b>Cord</b>	
Russell Mfg Co The (marine & aero shock)	Middletown
<b>Cord Sets—Electric</b>	
General Electric Company	Bridgeport
Seeger-Williams Inc	Bridgeport
<b>Cork Cots</b>	
Sonoco Products Co (Climax-Lowell Div)	Mystic
<b>Corn Cob Meal</b>	
Nielsen & Sons Inc. John R (graded)	South Windsor
<b>Correspondence Files</b>	
Wassell Organization Inc	Westport
<b>Corrugated Box Manufacturers</b>	
Connecticut Container Corporation	New Haven
Corrugated Containers Inc	Hartford
<b>Corrugated Shipping Cases</b>	
Connecticut Container Corporation	New Haven
Continental Can Co. Fibre Drum and Corrugated Box Division	Portland
D L & D Container Corp	New Haven
<b>Cosmetic Containers</b>	
Eyeteel Specialty Div. International Silver Co.	Wallingford
Plume & Atwood Mfg Co The (metal)	Thomaston
Scovill Manufacturing Company	Waterbury
<b>Cosmetics</b>	
J B Williams Co The	Glastonbury
<b>Counting Devices</b>	
Veeder-Root Inc	Hartford
<b>Couplings</b>	
Scovill Manufacturing Company (garden and industrial hose)	Waterbury
<b>Crushers</b>	
Farrel-Birmingham Company Inc (Stone and Ore)	Ansonia
<b>Cushioning for Packaging</b>	
Gilman Brothers Co The	Gilman
<b>Cutters</b>	
Atrax Company The (solid carbide)	Newington
Hanson-Whitney Co The (thread milling)	Hartford
Mitrametric Co The (ground pinion)	Torrington
Pratt & Whitney Co Inc (Milling Cutters all types carbide and HSS)	West Hartford
<b>Cutting &amp; Creasing Rule</b>	
Bartholomew Co H J	Bristol
<b>Data Processing Equipment</b>	
Royal McBee Corp	Hartford
<b>Decalcomanias</b>	
Sirocco Screenprints	New Haven

# CONNECTICUT PRODUCTS AND SERVICES

<b>Deep Drawings</b>		<b>Drafting Accessories</b>		<b>Electrical Appliances</b>	
Stanley Pressed Metal	New Britain	Joseph Merritt & Co	Hartford	Iona Manufacturing Company The	Manchester
<b>Deep Hole Drilling &amp; Reaming</b>		<b>Drawn Shells</b>		<b>Electrical Conduit Fittings &amp; Grounding</b>	
Hamden Deep Hole Drilling Co	Hamden	Cly-Del Manufacturing Co.	Waterbury	Specialties	
<b>Delayed Action Mechanism</b>		<b>Drill Presses</b>		<b>Gillette-Vibber Company The</b>	
M H Rhodes Inc	Hartford	Townsend Mfg Co The H P	Elmwood	<b>Electrical Connectors</b>	
R W Cramer Company Inc The	Centerbrook	<b>Drilling Machines</b>		Burndy Corporation	Norwalk
<b>Demineralizers</b>		Pratt & Whitney Co Inc (Deep Hole)	West Hartford	<b>Electrical Control Apparatus</b>	
Crystal Research Laboratories	Hartford	<b>Drilling and Tapping Machinery</b>		Plainville Electrical Products Co The	Plainville
<b>Design</b>		Hartford Special Machinery Co The	Hartford	<b>Electrical Controls</b>	
Designers for Business and Industry (product design-appearance)	New Haven	<b>Drop Forgings</b>		Monarch Electric Co (Allis Chalmers)	New Britain
<b>Design &amp; Drafting Service</b>		Atwater Mfg Co	Plantville	<b>Electrical Recorders</b>	
Smith & Winchester Mfg Co The	South Windham	Billings & Spencer Co The	Hartford	Bristol Co The	Waterbury
<b>Diamonds—Industrial</b>		Consolidated Industries	West Cheshire	<b>Electrical Relays and Controls</b>	
Parsons Diamond Products Inc	West Hartford	Wilcox Crittenden & Co Inc	Middletown	Allied Control Co	Plantville
Russell Inc RR	Newington	<b>Druggists' Rubber Sundries</b>		<b>Electrical Switchboards</b>	
<b>Diamond Tools</b>		Seamless Rubber Company The	New Haven	Plainville Electrical Products Co The	Plainville
Russell Inc RR	Newington	<b>Duplicating Machines—Automatic</b>		Pneumatic Applications Co	Simsbury
<b>Dictating Machines</b>		Pratt & Whitney Co Inc	West Hartford	<b>Electrical Test Equipment</b>	
Dictaphone Corporation	Bridgeport	<b>Dust Collectors</b>		McNea J D	New Haven
SoundScriber Corporation The	New Haven	Colonial Blower Co	Plainville	<b>Electrical Wiring Systems</b>	
<b>Die Cast Dies</b>		Ventilating Supplies Inc	Plainville	Wiremold Co The	Hartford
C & F Tool & Die Corp	Bridgeport	<b>Elastic</b>		<b>Electronic Parts</b>	
<b>Die Castings</b>		Russell Mfg Co (rubber shock cord—all sizes and types)	Middletown	Patent Button Company The	Waterbury
Newton-New Haven Co Inc	New Haven	<b>Electric Cables</b>		Prentice Mfg Co The G E (stamping to customers' specifications)	Kensington
Stewart Die Casting Div Stewart-Warner Corp	Bridgeport	General Electric Company (for residential, commercial and industrial applications)		Terryville Manufacturing Co (Stampings to customer specifications)	Terryville
<b>Die Casting Dies</b>		Rockbestos Wire & Cable Co Div Cerro de Pasco Corp (asbestos insulated)	New Haven	<b>Electronics</b>	
Eastern Machine Screw Corp The	New Haven	<b>Electric Cord Springs</b>		Beau Electronics	Waterbury
Weimann Bros Mfg Co. The	Derby	Bristol Spring Manufacturing Co	Plainville	McNea J D	New Haven
<b>Die Heads—Self Opening</b>		<b>Electric Cords</b>		Ripley Co	Middletown
Eastern Machine Screw Corp The	New Haven	General Electric Company	Bridgeport	Sturup Larabee & Warmers Inc	Middletown
Geometric Tool Division, Greenfield Tap & Die Corp	New Haven	Rockbestos Wire & Cable Co Div Cerro de Pasco Corp (asbestos insulated)	New Haven	Vinco Electronics Corporation	New Haven
<b>Die Polishing Machinery</b>		<b>Electric Enclosed Switches</b>		<b>Electroplating</b>	
Hartford Special Machinery Co The	Hartford	Arrow-Hart & Hegeman Electric Co The	Hartford	Giering Metal Finishing Inc	Hamden
<b>Die Sets</b>		<b>Electric Eye Control</b>		National Sherardizing & Machine Co	Hartford
Producto Machine Company The	Bridgeport	Ripley Company Inc	Middletown	Waterbury Plating Company	Waterbury
Union Mfg Co (precision, steel and semi-steel)	New Britain	<b>Electric Fixture Wire</b>		<b>Electroplating—Equipment &amp; Supplies</b>	
<b>Die Sinkers</b>		Rockbestos Wire & Cable Co Div Cerro de Pasco Corp (asbestos insulated)	New Haven	Apothecaries Hall Company Division	Waterbury
Pratt & Whitney Co Inc	West Hartford	<b>Electric Hand Irons</b>		Enthone Inc	New Haven
<b>Dies</b>		Winsted Hardware Mfg Co (trade mark "Durability")	Winsted	Hubbard Hall Chemical Company	Waterbury
Hoggson & Pettis Mfg Co The	New Haven	<b>Electric Heating Elements</b>		Lee Manufacturing Co The	Waterbury
Mitrametric Co The (ground for gears)	Torrington	Hartford Element Co	Hartford	MacDermid Incorporated	Waterbury
Pratt & Whitney Co Inc (Monocone and Ducone Dies)	West Hartford	<b>Electric Insulation</b>		<b>Electroplating Processes &amp; Supplies</b>	
Pratt & Whitney Co Inc (thread cutting and thread rolling)	West Hartford	Case Brothers Inc	Manchester	Enthone Inc	New Haven
<b>Dies &amp; Die Cutting</b>		Stevens Paper Mills Inc The	Windsor	<b>Electrotypes</b>	
Douglas Co Geo M	New Haven	<b>Electric Lighting Fixtures</b>		Barnum-Hayward Electrotype Co Inc	New Haven
<b>Display Containers</b>		Plume & Atwood Mfg Co The	Thomaston	New Haven Electrotype Div	New Haven
National Folding Box Co Div Federal Paper Board Co Inc (folding paperboard)	New Haven and Versailles	Wasley Products Inc	Plainville	Corp	Electrographic
<b>Displays—Design &amp; Production</b>		<b>Electric Motor Controls</b>		<b>Elevators</b>	
Ad-Craft Displays, Inc.	Bloomfield	Arrow-Hart & Hegeman Electric Co The	Hartford	Eastern Elevator Co (passenger and freight)	New Haven
Conn-Craft Co. (Plastic)	Waterbury	<b>Electric Motor Winding</b>		General Elevator Service Co	Hartford
Stifel & Kufta	New Britain	Monarch Electric Co (3 phase industrial motors)	New Britain	<b>Enameling</b>	
<b>Display Equipment</b>		<b>Electric Motor Repair</b>		Giering Metal Finishing Inc	Hamden
Polecats Inc	Old Saybrook	B & J Electric Co	Ansonia	Waterbury Plating Company	Waterbury
<b>Displays—Metal</b>		<b>Electric Motors</b>		<b>Enamels &amp; Lacquers</b>	
Durham Mfg Co The (Designing & Mfg to customers' specifications)	Durham	Electric Specialty Co	Stamford	Dobbs Chemical Co The (industrial finishes to customers' specifications)	New Haven
Merriman Mfg Co (Contract Work to Individual Specifications)	Durham	Iona Manufacturing Company The	Manchester	<b>Engineering</b>	
Parsons Co Inc W A (custom designed)	Durham	Monarch Electric Co (Allis Chalmers)	New Britain	Technical Design and Development Co Inc	Milford
<b>Displays—Plastic</b>		Safety Electrical Equipment Corp	New Haven	<b>End Milling Cutters</b>	
Dura Plastics of New York, Inc.	Westport	U S Electrical Motors Inc	Milford	Pratt & Whitney Co Inc (carbide and HSS)	West Hartford
<b>Diversification Advisors</b>		Harvey Hubbell Incorporated	Bridgeport	<b>End Mills</b>	
Wirth Management Company	Wilton	<b>Electric Switches</b>		Atrax Company The (solid carbide)	Newington
<b>Door Closers</b>		Harvey Hubbell, Incorporated	Bridgeport	<b>Engraving—Plastic and Nonferrous Metals</b>	
Sargent & Company	New Haven	<b>Electric Time Controls</b>		Conn-Craft Co.	Waterbury
Yale & Towne Mfg Co The	Stamford	Cramer Controls Corporation The	Centerbrook	New England Engraving Company Div. of Dura Plastics of New York, Inc.	Westport
<b>Doors</b>		<b>Electric Wire</b>		Salisbury Products Inc	Lakeville
Bilco Co The (metal, residential and commercial)	West Haven	Rockbestos Wire & Cable Co Div Cerro de Pasco Corp (asbestos insulated)	New Haven	<b>Envelopes</b>	
<b>Dowel Pins</b>		<b>Electric Wiring Devices</b>		Curtis 1000 Inc	Hartford
Allen Manufacturing Co The	Hartford	Arrow-Hart & Hegeman Electric Co The	Hartford	United States Envelope Company	Hartford
Hartford Machine Screw Co Div of Standard Screw Co	Hartford	Harvey Hubbell Incorporated	Bridgeport	<b>Excelsior</b>	
Holo-Krome Screw Corp The	West Hartford	<b>Extractors—Tap</b>		Nielsen & Sons Inc John R	South Windsor
Torrington Co The	Torrington			Walton Company The	West Hartford (Adv.)



# CONNECTICUT PRODUCTS AND SERVICES

**Extruders and Accessories**  
Davis Electric Company (Ram Type Teflon Extruder) Wallingford  
Standard Machinery and Davis-Standard Divisions of Franklin Research Corp Mystic

**Eyelets**  
American Brass Co The Waterbury  
Cly-Dei Manufacturing Waterbury  
Mark Eyelet & Stamping Co (small-metal stampings) Wolcott  
Platt Bros & Co The Waterbury  
Plume & Atwood Mfg Co The Thomaston  
Stevens Co Inc Waterbury  
Waterbury Companies Inc Waterbury

**Eyelets, Ferrules and Wiring Terminals**  
American Brass Company The Waterbury  
Waterbury Companies Inc Waterbury

**Eyelet Machine Products**  
American Brass Company The Waterbury  
Ball & Socket Mfg Co The West Cheshire  
Cold Forming Mfg Co The Waterbury  
Platt Bros & Co The Waterbury  
Plume & Atwood Mfg Co The Thomaston  
Stevens Co Inc Waterbury  
Waterbury Companies Inc Waterbury

**Fabricators**  
King Co Alfred B North Haven  
Scovill Manufacturing Company (aluminum, brass, bronze, copper, steel) Waterbury

**Fabrics**  
Russell Mfg Co (Teflon, Moulded Fabric, Bearing Surfaces, High Temperature Fabrics) Middletown

**Fan Blades**  
Torrington Manufacturing Company The Torrington

**Fancy Dress Buttons and Buckles**  
Waterbury Companies Inc Waterbury

**Fans—Electric**  
General Electric Company Bridgeport  
Monarch Electric Co (attic, industrial and ventilating) New Britain

**Fans—Industrial**  
Ventilating Supplies Inc Plainville

**Fasteners—Aircraft**  
Scovill Manufacturing Company (PANEOLOC Aircraft Fasteners) Waterbury

**Fasteners—Industrial**  
Torrington Co The Torrington

**Fasteners—Laundry Proof**  
Scovill Manufacturing Company (GRIPPER snap fasteners) Waterbury

**Fasteners—Slide & Snap**  
Scovill Manufacturing Company (GRIPPER zippers and GRIPPER snap fasteners) Waterbury

**Felt**  
Auburn Manufacturing Company The (mechanical, cut parts) Middletown  
Drycor Felt Company (paper makers and industrial) Staffordville

**Felt—All Purpose**  
American Felt Co (Mill & Cutting Plant) Glenville  
Chas W House & Sons Inc (Mills & Cutting Plant) Unionville

**Fiber-glass Fabrication**  
Davis Co The E J West Haven

**Fibre Board**  
Bird & Son Inc New Britain  
Case Brothers Inc Manchester  
Colonial Board Company Manchester  
C H Norton Co The North Westchester  
Stevens Paper Mills Inc The Windsor

**File Cards**  
Standard Card Clothing Co The Stafford Springs

**Filing Equipment**  
Wassell Organization Inc Westport

**Filters—Fluid**  
Cuno Engineering Corp The Meriden

**Filters—Liquid**  
Alsop Engineering Co. Milldale

**Finger Nail Clippers**  
H C Cook Co The Ansonia

**Firearms**  
Colt's Patent Fire Arms Mfg Co Inc Hartford  
Junior Screw Machine Products Inc West Haven  
Marlin Firearms Co The New Haven  
O F Mossberg & Sons Inc New Haven  
Winchester-Western Div Olin Mathieson Chemical Corp New Haven

**Fire Alarm Systems**  
Fire-Lite Alarms Inc New Haven

**Fire Hose**  
Fabrics Fire Hose (municipal and industrial) Sandy Hook

**Fireplace Goods**  
John P Smith Co The (screens) New Haven

**Fireworks**  
M Backes' Sons Inc Wallingford

**Fishing Tackle**  
H C Cook The Ansonia

**Flashlights**  
Bridgeport Metal Goods Mfg Co Bridgeport

**Flat Springs**  
Bristol Spring Manufacturing Co Plainville  
Gemco Manufacturing Co Inc Southington

**Flexible Shaft Machines**  
Pratt & Whitney Co Inc West Hartford

**Float Switches**  
Gorn Electric Co Inc (for aircraft and commercial use) Stamford

**Floor & Ceiling Plates**  
Beaton & Cadwell Mfg Co The New Britain

**Fluorescent Lighting Equipment**  
Fullerton Manufacturing Corp Norwalk  
Vanderman Manufacturing Co The Willimantic

**Wiremold Company The**  
Hartford

**Foam Rubber**  
Armstrong Rubber Company The West Haven

**Forgings**  
Atwater Manufacturing Company Plantsville  
Billings & Spencer Company Hartford  
Bridgeport Hardware Mfg Corp The Bridgeport  
Capewell Manufacturing Company Hartford  
Chase Brass & Copper Co Waterbury  
Consolidated Industries Inc West Cheshire  
Heppenstall Co (all kinds and shapes) Bridgeport

**Foundries**  
Scovill Manufacturing Company (Non-ferrous) Waterbury

**Connecticut Malleable Castings Co** (malleable iron castings) New Haven  
Derby Castings Company, The Seymour  
Ductile Iron Foundry Inc Stratford  
Farrel-Birmingham Company Inc (Iron and Steel) Ansonia  
Malleable Iron Fittings Co (Malleable Iron and Steel Castings) Branford  
New England Alloy Casting Corp Hartford  
Plainville Casting Company (gray, alloy and high tensile irons) Plainville  
Producto Machine Company The Bridgeport  
Smith & Winchester Mfg Co The South Windham  
Turner & Seymour Mfg Co The (gray, iron, semi steel and alloy) Torrington  
Union Mfg Co (gray iron & semi steel) Torrington

**Wilcox Crittenden & Co Inc** (iron, brass, aluminum and bronze) Middletown

**Fountain Pens and Mechanical Pencils**  
Waterman Pen Company Inc Seymour

**Foundry Riddles**  
John P Smith Co The New Haven

**Four Slide Forms**  
Peck Spring Co Plainville

**Frames—Hack Saw**  
Thompson & Son Co The Henry G New Haven

**Fuel Oil Pump and Heater Sets**  
Peabody Engineering Corporation Stamford

**Furnaces**  
Norwalk Airconditioning Corp South Norwalk

**Gage Blocks**  
Pratt & Whitney Co Inc (Alloy steel and Carbide, Hoke and USA) West Hartford

**Galvanizing**  
Malleable Iron Fittings Co Branford  
Wilcox Crittenden & Co Inc Middletown

**Gaskets**  
Auburn Manufacturing Company The (from all materials) Middletown  
Raybestos Division of Raybestos-Manhattan Inc Bridgeport

**Gaskets—Metallic**  
Laminated Shim Company Inc Glenbrook

**Gas Scrubbers, Coolers and Absorbers**  
Peabody Engineering Corporation Stamford

**Gauges**  
Bristol Co The (pressure and vacuum-recording automatic control) Waterbury  
Helicoid Gage Division American Chain & Cable Co The (pressure and vacuum) Bridgeport

**Manning Maxwell & Moore Inc**  
Stratford

**New Haven Trap Rock Co The**  
Machine Products Div (Johan Universal and Special Purpose Gauge) North Branford

**Pratt & Whitney Co Inc** (Precision Measurement all types) West Hartford

**Gears**  
Mitrametric Co The (blanked fine pitch) Torrington

**Gears and Gear Cutting**  
Farrel-Birmingham Company Inc Ansonia  
Fenn Mfg Co The Newington  
Hartford Special Machinery Co The Hartford  
United Gear & Machine Co Suffield

**Generators**  
Hamco Inc (electric, portable, gasoline driven) New Haven  
Safety Electrical Equipment Corp New Haven

**Glass Blowing**  
Macalaster Bicknell Company New Haven

**Glass Containers**  
Feldman Glass Co. The New Haven

**Glass Cutters**  
Fletcher-Terry Co The Forestville

**Grinding**  
Farrel-Birmingham Company Inc (Roll and Cylindrical) Ansonia  
Hartford Special Machinery Co The (gears, threads, cams and splines) Hartford  
Horberg Grinding Industries Inc (Precision custom grinding; centerless, cylindrical, surfaces, internal and special) Bridgeport  
K-F & D Mfg Company The (Contour and Precision) Manchester

**Grinding Heads—Internal**  
Pratt & Whitney Co Inc (Pneumatic, High Speed) West Hartford

**Grinding Machines**  
Farrel-Birmingham Company Inc (Roll) Ansonia  
Pratt & Whitney Co Inc (Surface, Die, Gear and Cutter Grinders) West Hartford  
Rowbottom Machine Company Inc (cam) Waterbury

**Grinding Wheels**  
Fuller Merriam Company The West Haven

**Grommets**  
American Brass Company The Waterbury  
Plume & Atwood Mfg Co The Waterbury

**Hack and Band Saw Blades**  
Capewell Manufacturing Co The Hartford

**Hair Hygiene Preparations**  
Parker Herbox Corporation Stamford

**Hammers—Carpenters and Machinists**  
Capewell Manufacturing Company Hartford

**Hand Tools**  
Billings and Spencer Company (wrenches sockets and shop tools) Hartford  
Bridgeport Hardware Mfg Corp The (screw drivers, wrenches, nail pullers, box & crate openers, pliers, saws, trowels & special forgings) Bridgeport

**Hardened and Ground Parts**  
Hartford Machine Screw Company  
Div of Standard Screw Co Hartford

**Hardness Testers**  
Wilson Mechanical Instrument Div American Chain & Cable Company Inc Bridgeport

**Hardware**  
Bassick Company The (Automotive) Bridgeport  
City Lumber Co of Bridgeport Inc Bridgeport  
Gordon Associates Derby  
Harlock Products Corp New Haven  
Sargent & Company New Haven  
Wilcox Crittenden & Co Inc (marine heavy and industrial) Middletown  
Yale & Towne Mfg Co The Stamford

**Hardware—Marine & Bus**  
Rostrand Mfg Co The Milford

**Hardware—Trailer Cabinet**  
Excelsior Hardware Co The Stamford

**Hardware, Trunk & Luggage**  
Corbin Cabinet Lock Div American Hardware Corp New Britain  
J H Sessions & Son Bristol  
Yale & Towne Mfg Co The Stamford

**Hat Machinery**  
Doran Bros Inc Danbury

**Health Surgical & Orthopedic Supports**  
Berger Brothers Company The (custom made for back, breast and abdomen) New Haven

**Heat Elements**  
Safeway Heat Elements Inc (woven wire resistance type) Middletown

**Heat Exchangers**  
Whitlock Manufacturing Co The Hartford

**Heat Sealing—Electronic**  
Berger Bros (vinyl-polyethylene) New Haven



# CONNECTICUT PRODUCTS AND SERVICES

<b>Heat Treating</b>		<b>Industrial Design</b>		<b>Lamps</b>	
ABA Tool & Die Co	Manchester	Van Dyck Associates (product appearance and engineering)	Westport	Plume & Atwood Mfg Co The (metal oil)	Waterbury
Bennett Metal Treating Co The	Elmwood	<b>Industrial Displays</b>		<b>Lampholders—Incandescent and Fluorescent</b>	
Commercial Metal Treating Co	Bridgeport	Sansone Co S Frederick (Designers Builders and Counselors)	Short Beach	General Electric Company	
Hartford Machine Screw Company	Hartford	<b>Industrial Finishes</b>		<b>Lamp Shades</b>	
New Britain-Gridley Machine Division	New Britain	Chemical Coatings Corporation	Rocky Hill	Verplex Company The	
The New Britain Machine Co	New Britain	<b>Inks</b>		<b>Lanterns—Battery Operated</b>	
New Haven Heat Treating Co Inc	New Haven	Waterman Pen Company Inc	Seymour	Electrical Div Olin Mathieson Chemical Corp	
Skene Co Inc The William A (metals)	Bridgeport	<b>Insecticides</b>		Pratt & Whitney Co Inc	
Skinner Chuck Co The	New Britain	<b>Instalment Payment Books</b>		<b>Lead Plating</b>	
Stanley P Rockwell Co Inc The	Hartford (Advt.)	Wassell Organisation Inc	Westport	Christie Plating Co The	
<b>Heat-Treating Equipment</b>		<b>Insulated Wire &amp; Cable</b>		<b>Leather</b>	
Barnes Co The Wallace Div Associated Spring Corp	Spring	General Electric Company (for residential commercial and industrial applications)	Bridgeport	Herman Roser & Sons Inc (Genuine Pigskin)	
Bauer & Company Inc	Bristol	Kerite Company The	Seymour	<b>Leather Dog Furnishings</b>	
Rolock Inc (Retorts, Muffles, etc.)	Fairfield	<b>Insulated Wire &amp; Cable Machinery</b>		Andrew B Hendryx Co The	
Stanley P Rockwell Co Inc The (commercial)	Hartford	Davis Electric Company	Wallingford	The Smith-Worthington Saddlery Co	
<b>Heat Treating Fixtures</b>		<b>Instruments</b>		<b>Leather, Mechanical</b>	
Rolock Inc (Trays, Baskets, etc.)	Fairfield	Bristol Company The	Waterbury	Auburn Manufacturing Company	
Wiretex Mfg Co Inc	Bridgeport	Manning Maxwell & Moore Inc	Stratford	(ings, cups, washers, etc.)	
<b>Heat Treating Salts and Compounds</b>		Penn Keystone Corporation	Derby	<b>Letterheads</b>	
Mitchell-Bradford Chemical Co	Millford	Pratt & Whitney Co Inc (Precision Measuring)	West Hartford	Lehman Brothers Inc (designers, engravers, lithographers)	
<b>Heaters—Electric</b>		<b>Integrators</b>		<b>Lighting Equipment</b>	
General Electric Company	Bridgeport	Reflectone Electronics, Inc.	Stamford	Fullerton Manufacturing Corp	
<b>Heating</b>		<b>Intercommunication</b>		Miller Co The (Miller, Ivanhoe)	
Dunham-Bush, Inc.	West Hartford	<b>Interval Timers</b>		<b>Lighting Fixtures</b>	
<b>Heating and Cooling Coils</b>		Lux Clock Manufacturing Company	Waterbury	Wasley Products Inc	
G & O Manufacturing Co	New Haven	Rhodes Inc M H	Hartford	<b>Lime</b>	
<b>Heating Elements</b>		<b>Jacquard</b>		New England Lime Company	
Hartford Element Co	Hartford	Case Brothers Inc	Manchester	<b>Lipstick Cases</b>	
<b>Heavy Chemicals</b>		<b>Japanning</b>		Scovill Manufacturing Company	
Naugatuck Chemical Division	United States	H Sessions & Son	Bristol	<b>Lipstick Containers</b>	
Rubber Co (sulphuric, nitric and muriatic acids and aniline oil)	Naugatuck	<b>Jig Borer</b>		Bridgeport Metal Goods Mfg Co	
<b>Heavy Machinery</b>		Linley Brothers Company	Bridgeport	Plume & Atwood Manufacturing Co	
Smith & Winchester Mfg Co The	South Windham	Moore Special Tool Co (Moore)	Bridgeport	<b>Lithographers</b>	
<b>Hex-Socket Screws</b>		Pratt & Whitney Co Inc	West Hartford	O'Toole & Sons Inc T	
Allen Manufacturing Company The	Hartford	<b>Jigs, Fixtures &amp; Gages</b>		<b>Lithographing</b>	
Bristol Company The	Waterbury	Federal Machine & Tool Co	Bristol	City Printing Co. The	
Hartford Machine Screw Co Div of	Hartford	<b>Jig Grinder</b>		Kellogg & Bulkeley A Division of	
Standard Screw Co	Hartford	Moore Special Tool Co (Moore)	Bridgeport	Printers Inc	
Holo-Krome Screw Corp The	West Hartford	Pratt & Whitney Co Inc	West Hartford	Lehman Brothers Inc	
<b>High Frequency Alternators</b>		<b>Junior Automobiles</b>		A. D. Steinbach & Sons	
Electric Specialty Co	Stamford	Power Car Company	Mystic	<b>Locks—Banks</b>	
Safety Electrical Equipment Corp	New Haven	<b>Keller Machines</b>		Yale & Towne Mfg Co The	
<b>Highway Guard Rail Hardware</b>		Pratt & Whitney Co Inc	West Hartford	<b>Locks—Builders</b>	
Malleable Iron Fittings Co	Branford	<b>Key Blanks</b>		Sargent & Company	
<b>Hinges</b>		Sargent & Company	New Haven	Yale & Towne Mfg Co The	
Homer D Bronson Company	Beacon Falls	Yale & Towne Mfg Co The	Stamford	<b>Locks—Cabinet</b>	
<b>Hobs and Hobbings</b>		<b>Labels</b>		Excelsior Hardware Co The	
Pratt & Whitney Co Inc (Die and Thread milling)	West Hartford	Naugatuck Chemical Division	United States	Yale & Towne Mfg Co The	
<b>Hobs</b>		Rubber Co (for rubber articles)	Naugatuck	<b>Locks—Special Purpose</b>	
Hanson-Whitney Co The (fine pitch gear)	Hartford	<b>Label Dispensers</b>		Yale & Towne Mfg Co The	
<b>Hoists and Trolleys</b>		Derby Sealers Inc (pressure-sensitive labels)	Derby	<b>Locks—Suitcase and Trimmings</b>	
Union Mfg Company	New Britain	<b>Label Moisteners</b>		Excelsior Hardware Co The	
<b>Honing</b>		Better Packages Inc ("Counterboy"—"Packer")	Shelton	<b>Locks—Trunk</b>	
K-F & D Mfg Company The	Manchester	Derby Sealers Inc	Derby	Yale & Towne Mfg Co The	
<b>Hose Fittings</b>		<b>Laboratory Equipment</b>		<b>Locks—Zipper</b>	
Scovill Manufacturing Company (garden and industrial hose)	Waterbury	Eastern Industries Inc	New Haven	Excelsior Hardware Co The	
<b>Hose—Flexible Metallic</b>		<b>Laboratory Supplies</b>		<b>Loom—Non-Metallic</b>	
American Brass Co	Waterbury	Macalister Bicknell Company	New Haven	Wiremold Company The	
American Metal Hose Branch	Waterbury	<b>Laces</b>		<b>Lubricating System—Mist</b>	
<b>Hose Supporter Trimmings</b>		American Fabrics Company The	Bridgeport	Thompson & Son Co The Henry G New Haven	
Hawie Mfg Co The (So-Lo Grip Tabs)	Bridgeport	Wilcox Lace Corporation The	Middletown	<b>Lumber &amp; Millwork Products</b>	
<b>Hospital &amp; Rehabilitation Equipment</b>		<b>Lacquers &amp; Synthetic Enamels</b>		City Lumber Co of Bridgeport Inc	
Polecats Inc	Old Saybrook	Chemical Coatings Corporation	Rocky Hill	<b>Machetes</b>	
<b>Hydraulic Brake Fluids</b>		I-Sis Chemicals Inc	Stamford	Collins Company The	
Eis Manufacturing Co	Middletown	<b>Ladders</b>		<b>Machine Overload Monitors</b>	
<b>Hypodermic Needles</b>		Flint Co A W	New Haven	Sperry Products Inc	
Roehr Products Company	Waterbury	<b>Laminated Metal</b>		<b>Machine Shop Fabrication</b>	
<b>Impregnating</b>		Bridgeport Brass Company	Bridgeport	Smith & Winchester Mfg Co The	
American Metaseal Inc (metal, wood etc.)	Hamden	<b>Lamps</b>		South Windham (Advt.)	
<b>Industrial Chrome Plating</b>		<b>Laminated Metal</b>			
Mirror Polishing & Buffing Co	Waterbury				

# CONNECTICUT PRODUCTS AND SERVICES

<b>Machine Tools</b>		<b>Machines—Forming</b>		<b>Metal Formings</b>	
Farrel-Birmingham Company Inc	Ansonia	Nilson Machine Company The A H (four-slide wire and ribbon stock)	Shelton	Master Engineering Company	West Cheshire
Pratt & Whitney Co Inc	West Hartford			Stanley Pressed Metal	New Britain
Producto Machine Company The	Bridgeport	<b>Machines—Paper Ruling</b>		<b>Metallurgists</b>	
<b>Machine Work</b>		John McAdams & Sons Inc	Norwalk	Bridgeport Testing Laboratory Inc	Bridgeport
Banthin Engineering Co	Bridgeport	<b>Machines—Precision Boring</b>		<b>Metal Mouldings</b>	
Farrel-Birmingham Company Inc	Ansonia	New Britain-Gridley Machine Division		Leed Co The H A	Hamden
Fenn Manufacturing Company The (precision parts)	Newington	The New Britain Machine Co.	New Britain	H C Cook Co The	Ansonia
Fuller Brush Company The (precision contract work)	Hartford	<b>Machines—Rolling</b>		<b>Metal Powder Products</b>	
Hartford Special Machinery Co The (contract work only)	Hartford	Fenn Manufacturing Company The	Newington	Norwalk Powdered Metals Inc	Norwalk
National Sheradizing & Machine Co. (job)	Hartford	<b>Machines—Slotting</b>		<b>Metal Products—Stampings</b>	
New Haven Trap Rock Co The Machine Products Div	North Branford	Waterbury Farrel Foundry & Machine Co The Division of Textron Inc (screw head)	Waterbury	American Brass Company The	Waterbury
Parker-Hartford Corporation	Hartford	<b>Machines—Special</b>		Plume & Atwood Manufacturing Co	Thomaston
Swan Tool & Machine Co The	Hartford	Fenn Mfg Co The	Newington	Prentice Mfg Co The G E	Kensington
Safety Electrical Equipment Corp	New Haven	Fuller Brush Co The	Hartford	J H Sessions & Son	Bristol
Torrington Manufacturing Co The (special rolling mill machinery)	Torrington	<b>Machines—Swaging</b>		Scovill Manufacturing Company (Made-to-Order)	Waterbury
Torrington Co The	Torrington	Fenn Manufacturing Company The	Newington	Stanley Pressed Metal	New Britain
<b>Machinery</b>		Torrington Co The	Torrington	<b>Metal Specialties</b>	
Conn Machine Repair Inc (special mfg)	Bridgeport	Waterbury Farrel Foundry & Machine Co The Division of Textron Inc	Waterbury	Excelsior Hardware Co The	Stamford
Davis Electric Company (Wire and Cable)	Wallingford	<b>Machines—Thread Rolling</b>		Torrington Co The	Torrington
Fenn Manufacturing Company The (special)	Newington	Hartford Special Machinery Co The	Hartford	<b>Metal Spinning</b>	
Hallden Machine Company The (mill)	Thomaston	Peterson Division Mettler Machine Tool Inc	New Haven	Moseley Metal Crafts Inc	West Hartford
Torrington Manufacturing Co The (mill)	Torrington	Waterbury Farrel Foundry & Machine Co The Division of Textron Inc	Waterbury	<b>Metal Stampings</b>	
Waterbury Farrel Foundry & Machine Co The Division of Textron Inc (metal working)	Waterbury	<b>Machines—Turks Head</b>		American Brass Company The	Waterbury
<b>Machinery—Automatic</b>		Fenn Manufacturing Company The	Newington	Better Formed Metals Inc	Waterbury
Banthin Engineering Company (new and rebuilt)	Bridgeport	Waterbury Farrel Foundry & Machine Co The Division of Textron Inc	Waterbury	Cly-Del Manufacturing Co.	Waterbury
<b>Machinery—Automatic Feeding</b>		<b>Machines—Wire Drawing</b>		DooVal Tool & Mfg Inc The	Naugatuck
Technical Design and Development Co Inc	Milford	Fenn Manufacturing Company The	Newington	Excelsior Hardware Co The	Stamford
<b>Machinery—Bolt and Nut</b>		Waterbury Farrel Foundry & Machine Co The Division of Textron Inc	Waterbury	Greit Mfg Co The	New Haven
Waterbury Farrel Foundry & Machine Co The Division of Textron Inc	Waterbury	<b>Machining—Horizontal Boring</b>		H C Cook Co The	Ansonia
<b>Machinery—Cold Heading</b>		Tucker Machine Co	New Haven	Stanley Humason Inc	Forestville
Waterbury Farrel Foundry & Machine Co The Division of Textron Inc	Waterbury	<b>Management Counsel</b>		Mohawk Mfg Co (threaded)	Middletown
<b>Machinery Dealers &amp; Rebuilders</b>		Wirth Management Company	Wilton	North & Judd Manufacturing Co New Britain	New Britain
Botwinik Brothers	New Haven	<b>Manganese Bronze Ingot</b>		J A Otterbein Company The (metal fabrications)	Middletown
Bristol Metal Working Equipment	New Haven	Whipple and Choate Company	Bridgeport	J H Sessions & Son	Bristol
Conn Machine Repair Inc	East Hartford	<b>Manicure Instruments</b>		Patent Button Co The	Waterbury
J L Lucas and Son	Bridgeport	W E Bassett Company The	Derby	Plume & Atwood Mfg Co The	Thomaston
State Machinery Co Inc	New Haven	<b>Marine Equipment</b>		Saling Manufacturing Company	Unionville
<b>Machinery—Extruding</b>		Wilcox-Crittenden Div North & Judd Mfg Co	Middletown	Swan Tool & Machine Co The	Hartford
Standard Machinery and Davis-Standard Divisions of Franklin Research Corp	Mystic	Snow-Nabstedt Gear Corp The	New Haven	Terryville Manufacturing Co	Terryville
<b>Machinery—Metal-Working</b>		<b>Market Studies and Reports</b>		Wasley Products Inc	Waterbury
Fenn Mfg Co The	Newington	Wirth Management Company	Wilton	Waterbury Companies, Inc.	Waterbury
Waterbury Farrel Foundry & Machine Co The Division of Textron Inc	Waterbury	<b>Marketing Service</b>		Waterbury Lock & Specialty Co The	Milford
Pratt & Whitney Co Inc	West Hartford	Business Incubation Laboratory	Wilton	<b>Meters—Gas</b>	
<b>Machinery—Nut</b>		<b>Marking Devices</b>		Sprague Meter Company	Bridgeport
Waterbury Farrel Foundry & Machine Co The Division of Textron Inc (forming and tapping)	Waterbury	Cooney Engraving Co	Branford	<b>Meters—Parking</b>	
<b>Machinery—Screw and Rivet</b>		Hoggson & Pettis Mfg Co The	New Haven	Rhodes Inc M H	Hartford
Waterbury Farrel Foundry & Machine Co The Division of Textron Inc	Waterbury	Parker-Hartford Corporation (steel)	Hartford	<b>Microfilming</b>	
<b>Machinery—Wire Drawing</b>		<b>Marking Tools</b>		American Microfilming Service Co.	New Haven
Fenn Mfg Co The	Newington	Parker-Hartford Corporation	Hartford	Cine-Video Productions Inc	Milford
Waterbury Farrel Foundry & Machine Co The Division of Textron Inc	Waterbury	<b>Masonry Products</b>		<b>Milk Bottle Carriers</b>	
<b>Machinery Rebuilding</b>		Plasticrete Corp	Hamden, Hartford, North Haven, Waterbury, Willimantic	John P Smith Co The	New Haven
Conn Machine Repair Inc	Bridgeport	<b>Materials Handling</b>		<b>Mill Machinery</b>	
<b>Machinery—Wire Straightening</b>		Hayes-Te Equipment Corp Connecticut Conveyor Division (Conn-Veyor)	Unionville	Torrington Manufacturing Company The	Torrington
Mettler Machine Tool Inc	New Haven	Parsons Co Inc W A (tote pans)	Durham	Waterbury Farrel Foundry & Machine Co The Division of Textron Inc	Waterbury
Waterbury Farrel Foundry & Machine Co The Division of Textron Inc	Waterbury	<b>Mattresses</b>		<b>Milling Machines</b>	
<b>Machinery—Wire Straightening and Cutting</b>		Waterbury Mattress Co	Waterbury	Pratt & Whitney Co Inc (Keller Tracer—Controlled Milling Machines)	West Hartford
Mettler Machine Tool Inc	New Haven	<b>Metal Boxes</b>		Rowbottom Machine Company Inc (cam)	Waterbury
<b>Machines</b>		Durham Mfg Co	Durham	<b>Mill Products</b>	
Campbell Machine Div American Chain & Cable Co Inc (cutting & nibbling)	Bridgeport	Parsons Co Inc W A (tool kits)	Durham	Scovill Manufacturing Company (aluminum, brass, bronze, nickel silver—sheet, rod, wire, tube)	Waterbury
Coulter & McKenzie Machine Co The (special, new development engineering design and construction)	Bridgeport	<b>Metal Boxes and Displays</b>		<b>Mill Supplies</b>	
<b>Machines Automatic</b>		Durham Mfg Co The (Designing & Mfg to customers' specifications)	Durham	Wilcox-Crittenden Div North & Judd Mfg Co	Middletown
Globe Tapping Machine Co	Bridgeport	Merriam Mfg Co (Bond, Security, Cash, Utility, Personal Files, Drawer Safes, Custombuilt containers and displays)	Durham	<b>Millwork</b>	
<b>Machines—Automatic Chucking</b>		<b>Metal Cleaners</b>		Hartford Builders Finish Co	Hartford
New Britain-Gridley Machine Division		Apothecaries Hall Company Division	Waterbury	<b>Miniature Precision Connectors</b>	
The New Britain Machine Co (multiple spindle and double end)	New Britain	The Hubbard Hall Chemical Company	Waterbury	Gorn Electric Co	Stamford
Pratt & Whitney Co Inc (Potter & Johnson)	West Hartford	Enthone Inc	New Haven	<b>Minute Minders</b>	
<b>Machines—Brushing</b>		MacDermid Incorporated	Waterbury	Lux Clock Mfg Co The	Waterbury
Fuller Brush Co The	Hartford	<b>Metal Finishes</b>		<b>Mirror Rosettes and Hangers</b>	
<b>Machines—Draw Benches</b>		Enthone Inc	New Haven	Waterbury Companies Inc	Waterbury
Fenn Manufacturing Company The	Newington	Mitchell-Bradford Chemical Co	Milford	<b>Mixers—Liquid</b>	
Waterbury Farrel Foundry & Machine Co The Division of Textron Inc	Waterbury	<b>Metal Finishing</b>		Alsop Engineering Co.	Milldale
		Hartford Industrial Finishing Co	Hartford	<b>Mixing Equipment</b>	
		National Sheradizing & Machine Co	Hartford	Easter Industries Inc	New Haven
		Waterbury Plating Company	Waterbury	<b>Model Work</b>	
				B & N Tool & Engineering Co (instruments and timing devices)	Thomaston
				Conn-Craft Co. (Architectural and Industrial)	Waterbury
				<b>Mops</b>	
				Fuller Brush Co The	Hartford (Advt.)

# CONNECTICUT PRODUCTS AND SERVICES

**Motion Picture Equipment**  
Victor Animatograph Corp a div of Kalart  
(16mm sound and silent projectors, film  
splicers and rewinders) Plainville

**Motion Pictures**  
Cine-Video Productions Inc Milford

**Motor-Generator Sets**  
Electric Specialty Co Stamford  
Safety Electrical Equipment Corp New Haven

**Motors-Electric Timing**  
Cramer Controls Corporation The Centerbrook

**Motors-Hysteresis Synchronous**  
Beau Electronics Waterbury

**Motors-Synchronous**  
Cramer Controls Corporation The Centerbrook  
Electric Specialty Co Stamford

**Moulded Plastic Products**  
Butterfield Inc T F Naugatuck  
U S Plastic Molding Corp Wallingford  
Waterbury Companies Inc Waterbury  
Watertown Mfg Co The Watertown

**Mouldings**  
Himmel Brothers Co The (architectural, metal  
and store front) Hamden

**Moulds**  
Hoggston & Pettis Mfg Co The (steel) New Haven

**Name Plates**  
Conn-Craft Co. (Metal and Plastic) Waterbury  
Cooney Engraving Co Branford  
Seton Name Plate Co (metal & plastic name  
plates and identification tags) New Haven

**Napper Clothing**  
Standard Card Clothing Co The (for textile  
mills) Stafford Springs

**Nettings**  
Wilcox Lace Corp The Middletown

**Newspaper Mats**  
Lockwood Sons Inc Wm H Hartford

**New Product Consultants**  
Business Incubation Laboratory Wilton

**Nickel Anodes**  
Apothecaries Hall Company Division  
The Hubbard Hall Chemical Company  
Seymour Manufacturing Co. The Seymour  
Waterbury

**Nickel Silver**  
American Brass Company The Waterbury  
Bridgeport Brass Company Bridgeport  
Plume & Atwood Mfg Co The Thomaston  
Waterbury Rolling Mills Inc (sheets, strips,  
rolls) Waterbury  
Western Brass Mills Div Olin Mathieson Chem-  
ical Corp (sheet, strip) New Haven

**Nickel Silver Ingot**  
Whipple and Choate Company The Bridgeport

**Night Latches**  
Sargent & Company New Haven  
Yale & Towne Mfg Co Inc Stamford

**Nitriding**  
Hartford Machine Screw Company Hartford

**Non-ferrous Metal Castings**  
Miller Company The Meriden

**Nuts, Bolts and Washers**  
Clark Brothers Bolt Co Milldale  
Hartford Machine Screw Co Div of  
Standard Screw Co Hartford  
Torrington Co The Torrington

**Office Equipment**  
Pitney-Bowes Inc Stamford  
Underwood Corporation Bridgeport & Hartford  
Wassell Organization Inc Westport

**Office Printing**  
Kellogg & Bulkeley A Division of Connecticut  
Printers Inc Hartford

**Offset Printing**  
City Printing Co. The New Haven

**Oil Burners**  
Miller Company The (domestic) Meriden  
Peabody Engineering Corp (Mechanical and/or  
Steam Atomizer) Stamford  
Silent Gow Oil Burner Corp The Hartford

**Oil Tanks**  
Norwalk Tank Co The (550 to 30M gals, under-  
writers above and under ground) South Norwalk  
Whitlock Manufacturing Co The Hartford

**Oils-Cutting**  
Anderson Oil and Chemical Company, Inc. Portland

**Optical Cores & Ingots**  
Plume & Atwood Mfg Co The Thomaston

**Otis Woven Awning Stripes**  
The Falls Company Norwich

**Ovens-Electric**  
Bauer & Company Inc Hartford

**Packaging-Engineering**  
Commerce Packaging Corp Stamford  
National Export Corp. (Military and Commer-  
cial—equipped for domestic and export pack-  
aging, canning, crating and shipping) New Haven

**Packaging & Packing**  
Commerce Packaging Corp Stamford  
Mercer & Stewart Co The Hartford

**Packing**  
Auburn Manufacturing Company The (leather,  
rubber, asbestos, fibre) Middletown  
Raybestos Division of Raybestos-Manhattan Inc  
(Asbestos and Rubber Sheet) Bridgeport

**Padlocks**  
Sargent & Company New Haven  
Waterbury Lock & Specialty Co The Milford  
Yale & Towne Mfg Co Inc Stamford

**Pads-Office**  
The Baker Goodyear Company Branford

**Paints**  
Tredennick Paint Manufacturing Co The Meriden

**Panelyte**  
Leed Co The H A Hamden

**Panta**  
Moore Special Tool Co (crush wheel dresser) Bridgeport

**Pantographic Reproduction & Fabrication**  
Conn-Craft Co. (Metals, Plastics and Wood) Waterbury

**Paperboard**  
Continental Can Co., Boxboard and  
Folding Carton Division Montville  
Federal Paper Board Co Inc New Haven  
New Haven Board & Carton Co The New Haven  
Robertson Paper Box Co Montville

**Paper Boxes**  
Atlantic Carton Corp (folding) Norwich  
National Folding Box Co Div Federal Paper  
Board Co Inc (folding) New Haven & Versailles  
Mills Inc H J Bristol

**Paper Boxes-Folding and Setup**  
Bridgeport Paper Box Company Bridgeport  
M Backers' Sons Inc Wallingford

**Paper Clips**  
H C Cook Co The (steel) Ansonia

**Paper Mill Machinery**  
Farrel-Birmingham Company Inc Ansonia

**Paper-Shredded**  
Nielsen & Sons Inc John R South Windsor

**Paper Tubes and Cores**  
Sonoco Products Co (Climax-Lowell) Div  
Mystic

**Parallel Tubes**  
Sonoco Products Co (Climax-Lowell) Div  
Mystic

**Parking Meters**  
Rhodes Inc M H Hartford

**Parts**  
Hartford Machine Screw Co Div of  
Standard Screw Co Hartford  
Scovill Manufacturing Company (ammunition,  
electric instrument, electrical appliance,  
fountain pen, instrument, lighting fixture,  
ordnance, etc.—blanked, stamped, formed,  
drawn, re-drawn, forged, screw machined,  
headed, pointed, finished) Torrington  
Torrington Co The Torrington

**Pattern-Makers**  
Farrel-Birmingham Company Inc Ansonia

**Pattern Shop**  
Smith & Winchester Mfg Co The South Windham

**Penlights**  
Bridgeport Metal Goods Mfg Co Bridgeport

**Personnel Consultants**  
Wirth Management Company Wilton

**Pet Furnishings**  
Andrew B Hendrix Co The New Haven

**Phosphor Bronze**  
American Brass Company The Waterbury  
Bridgeport Brass Company Bridgeport  
Miller Company The (sheets, strips, rolls) Meriden

**Waterbury Rolling Mills Inc** (sheets, strips,  
rolls) Waterbury  
Western Brass Mills Div Olin Mathieson Chem-  
ical Corp (sheets, strip) New Haven

**Phosphor Bronze Ingots**  
Whipple and Choate Company The Bridgeport

**Photo Engraving**  
Dowd Wyllie & Olson Inc Hartford  
Wilcox Photo Engraving Co Inc New Haven

**Photocopy Equipment and Supplies**  
Ludwig Inc F G Old Saybrook

**Photographic Equipment**  
Electrical Div Olin Mathieson Chemical Corp  
New Haven  
Kalart Company Inc Plainville

**Piano Repairs**  
Pratt Read & Co Inc (keys and action) Ivoryton

**Piano Supplies**  
Pratt Read & Co (keys and actions, backs,  
plates) Ivoryton

**Pillow Blocks**  
New Departure Div of General Motors (ball) Bristol

**Pins**  
CEM Company ("Spirol") Danielson  
Hartford Machine Screw Co Div of  
Standard Screw Co Hartford  
Torrington Co The (Dowel & Taper) Torrington

**Pipe**  
American Brass Co The (brass and copper) Waterbury  
Chase Brass & Copper Co (red brass and  
copper) Waterbury  
Howard Co (cement well and chimney) New Haven

**Pipe Fittings**  
Malleable Iron Fittings Co Branford

**Pipe Plugs**  
Hartford Machine Screw Co Div of  
Standard Screw Co Hartford  
Holo-Krome Screw Corporation The (counter-  
sunk) West Hartford

**Pipe Plugs-Socketed**  
Hartford Machine Screw Co Div of  
Standard Screw Co Hartford  
Holo-Krome Screw Corp The West Hartford

**Pistols & Revolvers**  
Colt's Patent Fire Arms Mfg Co Inc Hartford

**Plastic Bottles**  
Plax Corporation Bloomfield

**Plastic Buttons**  
Frank Parizek Manufacturing Co The West Willington

**Plastic Engraving**  
Conn-Craft Co. Waterbury  
New England Engraving Co Div of Dura  
Plastics of New York Inc Westport  
Salisbury Products Inc Lakeville

**Plastic Extruders**  
Danielson Mfg Co The (nylon and other engi-  
neering plastics) Danielson  
Jessall Plastics Div of The Electric Storage  
Battery Co Kensington

**Plastic Fabrication**  
Conn-Craft Co. Waterbury  
Dura Plastics of New York, Inc. Westport  
Fabricon Corp Unionville  
Salisbury Products Inc Lakeville

**Plastic Film & Sheet Materials**  
Gilman Brothers Co The Gilman  
Plax Corporation Bloomfield

**Plastic Forming**  
Dura Plastics of New York, Inc. Westport

**Plastic Lining Equipment**  
Enthone Inc New Haven

**Plastic Material**  
Dura Plastics of New York, Inc. (sheet, rod  
& tube) Westport

**Plastic Molders**  
Butterfield Inc T F Naugatuck  
Conn Plastics Waterbury  
Danielson Mfg Co The (nylon and other engi-  
neering plastics) Danielson  
Engineered Plastics, Inc. Watertown  
Plastic Molding Corporation Sandy Hook  
Rogers Manufacturing Co The Rockfall  
Specialty Plastics Corp (custom) Shelton  
Stanley Chemical Co The East Berlin  
U S Plastic Molding Corporation Wallingford  
Waterbury Companies Inc Waterbury  
Watertown Mfg Co The Watertown

**Plastic Pipe and Fittings**  
Colonial Blower Co Plainville  
Danielson Mfg Co The (nylon and other engi-  
neering plastics) Danielson  
Enthone Inc New Haven

**Plastic Rod**  
Danielson Mfg Co The (nylon and other engi-  
neering plastics) Danielson

**Plastic Tape**  
Danielson Mfg Co The (nylon and other engi-  
neering plastics) Danielson



# CONNECTICUT PRODUCTS AND SERVICE

<b>Plastic Tubing</b> Danielson Mfg Co The (nylon and other engineering plastics) Danielson	
<b>Plastic Wire Coating Materials</b> Electronic Rubber Co Stamford	
<b>Plastics</b> Naugatuck Chemical Division United States Rubber Co Naugatuck (Advt.)	
<b>Plastics &amp; Resins</b> American Cyanamid Co Plastics & Resins Div Wallingford	
<b>Plastics Machinery</b> Farrel-Birmingham Company Inc Ansonia	
<b>Plastics—Moulds &amp; Dies</b> Crown Tool & Die Co Inc Bridgeport	
<b>Plasticrete Bloc</b> Plasticrete Corp Hamden, Hartford, North Haven, Waterbury, Willimantic	
<b>Platers</b> Acme Chromium Plating Co New Haven Christie Plating Co Groton Chromium Process Company The (Chromium Plating only) Shelton Water Plating Company Waterbury	
<b>Platers' Equipment</b> Apothecaries Hall Company Waterbury Enthone Inc New Haven Lea Manufacturing Co The Waterbury MacDermid Incorporated Waterbury	
<b>Platers Metal</b> Plume & Atwood Mfg Co The Thomaston	
<b>Plating</b> Christie Plating Co The (including lead plating) Groton Giering Metal Finishing Inc Hamden Superior Plating Co Bridgeport Tec-Plate Inc Windsor Locks	
<b>Plating Processes and Supplies</b> Enthone Inc New Haven Seymour Manufacturing Co. The Seymour State Testing Laboratory Inc (plating analyses) Bridgeport	
<b>Plumbers' Brass Goods</b> Keeney Mfg Co The (special bends) Newington McGuire Mfg. Co. Waterbury Scovill Manufacturing Company Waterbury	
<b>Plumbing Specialties</b> Risdon Manufacturing Co John M Russell Div Naugatuck	
<b>Pneumatic Conveyors</b> Spencer Turbine Co., The Hartford	
<b>Pole Line Hardware</b> Malleable Iron Fittings Co Branford	
<b>Police Equipment</b> The Smith-Worthington Saddery Co Hartford	
<b>Polishing</b> C & E Metal Finishing Co Hartford Mirror Polishing & Buffing Co Waterbury	
<b>Postage Meters</b> Pitney Bowes Inc Stamford	
<b>Potentiometers—Electronic</b> Bristol Company The Waterbury	
<b>Precision Machine Tool Spindles</b> Whiton Manufacturing Co (for milling, grinding, boring & drilling) Farmington	
<b>Precision Manufacturing</b> Hartford Machine Screw Co Div of Standard Screw Co Hartford Torrington Co The Torrington	
<b>Precision Revolving Machinery</b> Whiton Manufacturing Co Farmington	
<b>Precision Sheet Metal Fabrication</b> Milford Fabricating Co Milford	
<b>Precision Springs &amp; Wire Forms</b> Rowley Spring Co Inc The Bristol	
<b>Premium Specialties</b> Waterbury Companies Inc Waterbury	
<b>Preservatives—Wood, Rope, Fabric</b> Darworth Incorporated ("Cuprinol") ("Cellu-san") Simsbury	
<b>Pressboard</b> Case & Risley Press Paper Co (genuine) Oneco	
<b>Press Papers</b> Case Brothers Inc Manchester	
<b>Presses</b> Farrel-Birmingham Company Inc (Hydraulic) Ansonia	
<b>Presses—Power</b> Pneumatic Applications Co The (modernization of presses through conversion to Wichita Air Clutch operation) Simsbury Waterbury Farrel Foundry & Machine Co The Division of Textron Inc Waterbury	
<b>Pressure Vessels</b> Norwalk Tank Co Inc The (unfired to ASME Code Par U 69-70) South Norwalk Rolock Inc Fairfield Whitlock Manufacturing Co The Hartford	
<b>Printing</b> Allied Printing Service Inc Manchester Bussmann Press Inc New Haven Case Lockwood & Brainard A Division of Connecticut Printers Inc Hartford City Printing Co. The New Haven Finlay Brothers Hartford Heminway Corporation The Waterbury Hildreth Press Bristol Hunter Press Hartford Lehman Brothers Inc New Haven Miller-Johnson, Inc. Meriden Taylor & Greenough Co The Wethersfield T B Simonds Inc Hartford A D Steinbach & Sons New Haven The Walker-Rackliff Company New Haven	
<b>Printing Machinery</b> Banthin Engineering Co (automatic) Bridgeport	
<b>Printing Plates</b> Ads Inc Div CSW Plastic Types Inc (mats services) Rocky Hill	
<b>Printing Rollers</b> Chambers-Storck Company Inc The (engraved) Norwich	
<b>Printing—Silk Screen</b> Ad-Craft Displays, Inc. Bloomfield	
<b>Production Control Equipment</b> Ripley Company Inc Middletown Wassell Organization Inc Westport	
<b>Profilers</b> Pratt & Whitney Co Inc West Hartford	
<b>Propellers—Aircraft</b> Hamilton Standard Div United Aircraft Corp (propellers and other aircraft equipment) Windsor Locks	
<b>Protective Coatings</b> Harrison Company The A S (Waxes) South Norwalk	
<b>Publishers</b> O'Toole & Sons Inc The Stamford	
<b>Pumps</b> Sumo Pumps Inc (Deep-well electro-submerisable) Stamford Yale & Towne Mfg Co The Stamford	
<b>Pumps—Centrifugal</b> Alsop Engineering Co. Milldale	
<b>Pumps—Small Industrial</b> Eastern Industries Inc New Haven	
<b>Punches</b> Hoggson & Pettis Mfg Co The (ticket & cloth) New Haven	
<b>Purchasing Service—Industrial</b> Hartz-Miller Associates Meriden	
<b>Putty Softeners—Electrical</b> Fletcher Terry Co The Forestville	
<b>Pyrometers</b> Bristol Co The (recording and controlling) Waterbury	
<b>Radiation—Finned Copper</b> Bush Manufacturing Co West Hartford G & O Manufacturing Company The New Haven Vulcan Radiator Co The (steel and copper) Hartford	
<b>Radiators—Engine Cooling</b> G & O Manufacturing Co New Haven	
<b>Ratchet Offset Screw Driver</b> Chapman Co J W Durham	
<b>Rayon Staple Fiber</b> Hartford Rayon Corp The Rocky Hill	
<b>Reamers</b> Atrax Company The (solid carbide) Newington Pratt & Whitney Co Inc (All types) West Hartford Pratt & Whitney Co Inc (all types carbide and HSS) West Hartford	
<b>Record Equipment</b> Wassell Organization Inc (filing equipment) Westport	
<b>Recorders</b> Bristol Co The (automatic controllers, temperature, pressure, flow, humidity) Waterbury	
<b>Reduction Gears</b> Farrel-Birmingham Company Inc Ansonia Snow-Nabstedt Gear Corp The New Haven	
<b>Refractories</b> Howard Company New Haven Mullite Works Refractories Div H K Porter Co Inc Shelton	
<b>Refrigeration</b> Dunham-Bush Inc West Hartford	
<b>Refrigeration Condensing Units</b> Brunner Division of Dunham-Bush Inc West Hartford	
<b>Research &amp; Development</b> Continental Engineering Corporation Farmington Raymond Engineering Laboratories (Electro-Mechanical) Middletown State Testing Laboratory Inc (chemical/physical testing) Bridgeport	
<b>Resistance Wire</b> C O Jelliff Mfg Co The (nickel chromium, copper nickel, iron chromium, aluminum) Southport Kanathal Corporation The Stamford	
<b>Respirators</b> American Optical Company Safety Products Division Putnam	
<b>Retainers</b> Hartford Steel Ball Co The (bicycle & automotive) Hartford	
<b>Rigid Plastic Sheet Material</b> Gilman Brothers Company The Gilman	
<b>Riveting Machines</b> Grant Mfg & Machine Co The Bridgeport Linley Brothers Company Bridgeport Patent Button Co The (automatic) Waterbury Ripley Company Inc Middletown H P Townsend Manufacturing Co The Elmwood	
<b>Rivets</b> Clark Brothers Bolt Co Milldale Milford Rivet & Machine Co The Milford Plume & Atwood Mfg Co The Thomaston Raybestos Div of Raybestos-Manhattan Inc The (brass and aluminum tubular and solid copper) Bridgeport Raybestos Div of Raybestos-Manhattan Inc The (iron) Bridgeport	
<b>Rivet Setting Machines</b> Milford Rivet & Machine Co The Milford	
<b>Rods</b> American Brass Company The (copper, brass, bronze) Waterbury Bridgeport Brass Company Bridgeport Bristol Brass Corp The (brass and bronze) Bristol Scovill Manufacturing Company (aluminum, brass, bronze, etc.) Waterbury	
<b>Rollers—Bituminous Paving</b> Gabb Special Products Div E Horton & Son Company Windsor Locks	
<b>Roller Skate Wheels</b> Raybestos Division of Raybestos-Manhattan Inc Bridgeport	
<b>Rolling Mills &amp; Equipment</b> Farrel-Birmingham Company Inc Ansonia Fenn Mfg Co The Newington Precision Methods & Machines Inc Waterbury Waterbury Farrel Foundry & Machine Co The Division of Textron Inc Waterbury	
<b>Rolls</b> Farrel-Birmingham Company Inc (Chilled and Alloy Iron, Steel) Ansonia	
<b>Roofing</b> Lurie Inc A Bloomfield	
<b>Rotary Files</b> Atrax Company The (carbide) Newington	
<b>Routers</b> Atrax Company The (solid carbide) Newington	
<b>Rubber Chemicals</b> Naugatuck Chemical Division United States Rubber Co Naugatuck Stamford Rubber Supply Co The ("Factice" Vulcanized Vegetable Oils) Stamford	
<b>Rubberized Fabrics</b> Duro-Gloss Rubber Co The New Haven	
<b>Rubber Footwear</b> Goodyear Rubber Co The Middletown	
<b>Rubber Gloves</b> Seamless Rubber Company The New Haven	
<b>Rubber—Handmade Specialties</b> Seamless Rubber Company The New Haven	
<b>Rubber Latex Compounds and Dispersions</b> Naugatuck Chemical Division United States Rubber Co (coating, impregnating and adhesive compounds) Naugatuck (Advt.)	



# CONNECTICUT PRODUCTS AND SERVICES

**Rubber Mill Machinery**  
Farrel-Birmingham Company Inc Ansonia

**Rubber—Molded Specialties**  
Airex Rubber Prod Corp Portland  
Associated Gaskets, Inc. Bridgeport  
Bond Rubber Corporation Derby  
Seamless Rubber Company The New Haven

**Rubber Products**  
Airex Rubber Prod Corp Portland

**Rubber Printing Plates**  
ADS Inc Div CSW Plastic Types Inc Hartford

**Rubber Products—Mechanical**  
Associated Gaskets, Inc. Bridgeport  
Auburn Manufacturing Company The (washers, gaskets, molded parts) Middletown  
Seamless Rubber Company The New Haven

**Rubber—Reclaimed**  
Naugatuck Chemical Division United States Rubber Co Naugatuck

**Rubbers**  
Naugatuck Chemical Div U S Rubber Co (synthetic rubbers and latex) Naugatuck

**Rust Preventives**  
Anderson Oil and Chemical Company, Inc Portland  
Enthone Inc New Haven

**Rust Removers**  
Enthone Inc New Haven

**Saddlery**  
The Smith-Worthington Saddlery Co Hartford

**Safety Belts**  
Russell Mfg Co Middletown

**Safety Clothing**  
American Optical Company Safety Products Division Putnam

**Safety Fuses**  
Ensign-Bickford Co The (mining & detonating) Simsbury

**Safety Gloves and Mittens**  
American Optical Company Safety Products Division Putnam

**Safety Goggles**  
American Optical Company Safety Products Division Putnam

**Saw Blades—Hack**  
Capewell Mfg Co The Hartford  
Thompson & Son Co The Henry G New Haven

**Saw Blades—Hack & Band**  
Capewell Manufacturing Company Hartford

**Saws, Band, Metal Cutting**  
Atlantic Saw Mfg Co New Haven  
Capewell Manufacturing Co The Hartford  
Thompson & Son Co The Henry G New Haven

**Saws—Hole**  
Capewell Manufacturing Co The Hartford  
Thompson & Son Co The Henry G New Haven

**Sawdust**  
Nielsen & Sons Inc John R (graded hardwood and softwood) South Windsor

**Scissors**  
Acme Shear Company The Bridgeport

**Screens**  
Hartford Wire Works Co The (Windows, Doors and Porches) Hartford  
Norlee Aluminum Prod Corp Bloomfield

**Screw Caps**  
Weimann Bros Mfg Co The (small for bottles) Derby

**Screw Machines**  
H P Townsend Mfg Company The Elmwood

**Screw Machine Products**  
Accurate Screw Products Inc (B & S Swiss & Davenport) Southington  
Apex Tool Co Inc The Bridgeport  
Auto Electric Screw Machine Co Inc Bridgeport

**Brown Manufacturing Co** (up to 1½" capacity) Plainville

**Consolidated Industries** West Cheshire

**Eastern Machine Screw Corp** The New Haven

**Fairchild Screw Products Inc** Winsted

**Franklin Screw Machine Co** The (up to 1½" capacity) Hartford

**Garthwait Mfg Co A E** (up to and incl ½") New Haven

**Greist Mfg Co** The (up to 1½" capacity) Hartford

**Hartford Machine Screw Co** Div of Standard Screw Co (up to 5" capacity) Hartford

**Horberg Grinding Industries Inc** (heat treated and ground type only) Bridgeport

**Screw Machine Products (Cont.)**  
Stanley Humason Inc Forestville  
Independent Screw Machine Products (up to and incl 1¼" capacity) Hartford  
Junior Screw Machine Products Inc West Haven

**Lowe Mfg Co** The Wethersfield  
Main Screw Machine Products (davenport & automatics exclusively) Waterbury

**National Automatic Products Company** The Berlin

**Nelson's Screw Machine Products** Plantsville

**New Britain Machine Company** The New Britain

**New Haven Screw Machine Prods Inc** (up to 1½" capacity) Milford

**Newton Screw Machine Products Co** Plainville

**Olson Brothers Company** (up to ¾" capacity) Plainville

**Olson & Sons R P** Southington

**Plume & Atwood Mfg Co** The Thomaston

**Seovill Manufacturing Company** Waterbury

**United Screw Machine Co** Thomaston

**Waterbury Machine Tools & Products Co** (Brown & Sharpe and Davenport) Waterbury

**American Cam Company Inc** (Circular Form Tools) Hartford

**Pratt & Whitney Co Inc** Reamers, Taps, Dies, Blades and Knurls West Hartford

**Somma Tool Co** (precision circular form tools) Waterbury

**Screws**  
Allen Manufacturing Company The Hartford

**American Screw Company** Willimantic

**Atlantic Screw Works** (wood) Hartford

**Bristol Company** The (socket set and socket cap screws) Waterbury

**Clark Bros Bolt Co Inc** (cap and lag) Middletown

**Hartford Machine Screw Co** Div of Standard Screw Co Hartford

**Holo-Krome Screw Corporation** The (socket set and socket cap) West Hartford

**Scovill Manufacturing Company** Waterbury

**Superior Manufacturing Co** The Winsted

**Torrington Co** The Torrington

**Screws—Socket**  
Allen Manufacturing Company The Hartford

**Bristol Co** The Waterbury

**Hartford Machine Screw Co** Div of Standard Screw Co Hartford

**Holo-Krome Screw Corp** The West Hartford

**Better Packages Inc** ("Counterboy," "Tape-shooter," "Big Inch") Shelton

**Derby Sealers Inc** (gummed and pressure-sensitive tapes) Derby

**Seals**  
Russell Mfg Co (for oven doors and fire bulkheads) Middletown

**Sewing Machines**  
Greist Mfg Co The (Sewing Machine attachments) New Haven

**Singer Manufacturing Company** The (industrial) Bridgeport

**Sharpeners**  
Gorn Electric Co Inc (electric knife and scissors) Stamford

**Shaving Soaps**  
J B Williams Co The Glastonbury

**Shears**  
Acme Shear Co The (household) Bridgeport

**Sheet Metal Fabrications**  
Lurie Inc A Bloomfield

**Sheet Metal Products**  
American Brass Co The (brass and copper) Waterbury

**Merriam Mfg Co** (security boxes, fitted tool boxes, tackle boxes, displays) Durham

**Parsons Co Inc W A** (fabricators) Durham

**Plume & Atwood Mfg Co** The Thomaston

**Scovill Manufacturing Company** (aluminum, brass, bronze, copper, nickel silver, steel and other metals and alloys) Waterbury

**Maxson Corp** Hamden

**Sheet Metal Stampings**  
American Brass Company The Waterbury

**American Buckle Co** The West Haven

**DocVal Tool & Mfg Inc** The Naugatuck

**J H Sessions & Son** Bristol

**Plume & Atwood Mfg Co** The Thomaston

**Scovill Manufacturing Company** (aluminum, brass, bronze, copper, nickel silver, steel and other metals and alloys) Waterbury

**Maxson Corp** Hamden

**Sheet Steel**  
Dolan Steel Company Inc Bridgeport

**Shell Cores**  
Victors Brass Foundry Inc Guilford

**Shell Molding**  
Victors Brass Foundry Inc Guilford

**Shells**  
Scovill Manufacturing Company (aluminum, brass, bronze, copper, nickel silver—drawn, stamped—electric socket, screw) Waterbury

**Wolcott Tool and Manufacturing Company Inc** Waterbury

**Showcase Lighting Equipment**  
Wiremold Company The Hartford

**Signals**  
H C Cook Co The (for card files) Ansonia

**Signs**  
Ad-Craft Displays, Inc. (all types, quantity only) Bloomfield  
Conn-Craft Co. (3 Dimensional, Plastic, Metal & Wood) Waterbury

**Silk Screen Process Printing**  
Ad-Craft Displays Inc Bloomfield

**Norton Co R H** New Haven

**Sirocco Screen prints** New Haven

**Stifel & Kufra Inc** New Britain

**Silk Screening on Metal**  
Ad-Craft Displays Inc Bloomfield

**Merriam Mfg Co** (Displays and Specialties, to order) Durham

**Simulators**  
Reflectone Electronics, Inc. Stamford

**Sintered Metal Products**  
American Sintering Div of Engineered Plastics Inc (Powder Metal Parts) Watertown

**Raybestos Division of Raybestos-Manhattan Inc** Bridgeport

**Sizing and Finishing Compounds**  
American Cyanamid Company Waterbury

**Slide Fasteners**  
G E Prentice Mfg Co The Kensington

**Scovill Manufacturing Company** (GRIPPER zippers) Waterbury

**Snap Fasteners**  
Patent Button Co The Waterbury

**Scovill Manufacturing Company** (GRIPPER snap fasteners) Waterbury

**Soap**  
J B Williams Co The (industrial soaps, toilet soaps, shaving soaps) Glastonbury

**Sound Equipment**  
Vinco Electronics Corporation New Haven

**Special Machinery**  
Banthin Engineering Company (complete and/or parts) Bridgeport

**Farrel-Birmingham Company Inc** Ansonia

**Federal Machine & Tool Co** Bristol

**Fenn Mfg Co** The Newington

**Hartford Special Machinery Co** The Hartford

**H P Townsend Mfg Company** The Elmwood

**National Shading & Machine Co** (moulds & stock shells for rubber industry) Hartford

**Swan Tool & Machine Co** The Hartford

**Tucker Machine Co** New Haven

**Special Parts**  
Fenn Mfg Co The Newington

**Greist Mfg Co** The (small machines, especially precision stampings) New Haven

**Hartford Machine Screw Company** Div of Standard Screw Co Hartford

**J H Sessions & Son** Bristol

**Torrington Co** The Torrington

**Spline Milling Machines**  
Townsend Mfg Co The H P Elmwood

**Spotwelding**  
Spotwelders Inc (aluminum, steel, magnesium, titanium & alloys) Stratford

**Spray Painting Equipment and Supplies**  
Lea Manufacturing Co The Waterbury

**Spring Coiling Machines**  
Torrington Manufacturing Co The Torrington

**Spring Presses**  
Townsend Mfg Co The H P Elmwood

**Spring Units**  
Owen Silent Spring Division American Chain & Cable Company Inc Bridgeport

**Spring Washers**  
Barnes Co The Wallace Div Associated Spring Corp Bristol

**Springs**  
Central Spring Co (Torsion and Double Torsion) Terryville

**Springs—Coil & Flat**  
Barnes Co The Wallace Div Associated Spring Corp Bristol

**Barrett Co William L** Bristol

**Bristol Spring Manufacturing Co** Plainville

**Foursome Manufacturing Co** Bristol

**Newcomb Spring Corp** The Southington

**New England Spring Mfg Co** Plainville

**Peck Spring Co** The Forestville

**Stanley Humason Inc** Forestville

**Atlantic Precision Spring Co** Forestville

**Barnes Co The Wallace Div Associated Spring Corp** Bristol

**Bristol Spring Manufacturing Co** Plainville

**Foursome Manufacturing Co** Bristol

**Stanley Humason Inc** Forestville

**New England Spring Mfg Co** Plainville

**Peck Spring Co** (Advt.)

# CONNECTICUT PRODUCTS AND SERVICES

<b>Springs—Wire</b>	
Banner Spring Corporation	Hartford
Barnes Co The Wallace Div Associated Spring Corp	Bristol
Bernston Co J W	Plainville
Bristol Spring Manufacturing Co	Plainville
Colonial Spring Corporation The	Hartford
Connecticut Spring Corporation The (compression, extension, torsion)	Hartford
Foursome Manufacturing Co	Bristol
Stanley Humason Inc	Forestville
Newcomb Spring Corp The	Southington
New England Spring Mfg. Co.	Plainville
Peck Spring Co	Plainville
D R Templeman Co (coil and torsion)	Plainville
<b>Springs, Wire &amp; Flat</b>	
Peck Spring Co	Plainville
<b>Stamped Metal Products</b>	
American Brass Company The	Waterbury
<b>Stampings</b>	
DooVal Tool & Mfg Inc The	Naugatuck
Laminated Shim Company Inc	Glenbrook
Foursome Manufacturing Co	Bristol
Plume & Atwood Mfg Co The (small)	Thomaston
Scovill Manufacturing Company (aluminum, brass, bronze, copper, nickel silver, steel and other metals and alloys—automotive, electrical, radio, etc.—deep drawn, enameled)	Waterbury
Stanley Pressed Metal	New Britain
<b>Stampings—Small</b>	
Acme Shear Co The	Bridgeport
Barnes Co The Wallace Div Associated Spring Corp	Bristol
Barret Co William L	Bristol
Bristol Spring Manufacturing Co	Plainville
Greist Manufacturing Co The	New Haven
Laminated Shim Company Inc	Glenbrook
Stanley Humason Inc	Forestville
Wire Form Inc	Milldale
<b>Stamps</b>	
Bell-Adam Steel Stamp Co. (steel)	New Britain
Hoggson & Pettis Mfg Co The (steel)	New Haven
Parker-Hartford Corporation (steel)	Hartford
Schwab & Company (steel)	Bridgeport
<b>Stationery Specialties</b>	
American Brass Company The	Waterbury
<b>Steel Castings</b>	
Malleable Iron Fittings Co	Branford
New England Alloy Casting Corp (carbon, low alloy and stainless steel castings)	Hartford
Nutmeg Crucible Steel Co	Branford
<b>Steel—Cold Rolled Spring</b>	
Barnes Co The Wallace Div Associated Spring Corp	Bristol
Detroit Steel Corporation	Hamden
<b>Steel—Cold Rolled Stainless</b>	
Seymour Manufacturing Co. The	Seymour
Ulrich Stainless Steels	Wallingford
Wallingford Steel Company	Wallingford
<b>Steel—Cold Rolled Strip</b>	
Detroit Steel Corporation	Hamden
<b>Steel—Cold Rolled Strip and Sheets</b>	
Wallingford Steel Company	Wallingford
<b>Steel Goods</b>	
Merriam Mfg Co (sheets products to order)	Durham
<b>Steel—Ground Flat Stock</b>	
Thompson & Son Co The Henry G	New Haven
<b>Steel Rolling Rules</b>	
Waterbury Lock & Specialty Co The	Millford
<b>Steel Stamps</b>	
Cooney Engraving Co	Branford
<b>Stereotypes</b>	
New Haven Electrotype Div Electrographic Corp	New Haven
<b>Stop Clocks, Electric</b>	
H C Thompson Clock Co the	Bristol
<b>Storage Batteries</b>	
R A E Storage Battery Mfg Co	Glastonbury
<b>Straps, Leather</b>	
Auburn Manufacturing Company The (textile, industrial, skate, carriage)	Middletown
<b>Strip Steel</b>	
Detroit Steel Corporation	New Haven
Dolan Steel Company Inc	Bridgeport
<b>Structural Mouldings</b>	
Leed Co The H A	Hamden
<b>Studio Couches</b>	
Waterbury Mattress Co	Waterbury
<b>Super Refractories</b>	
Mullite Works Refractories Div H K Porter Co Inc	Shelton
<b>Surface Metal Raceway &amp; Fittings</b>	
Wiremold Company The	Hartford
<b>Surgical Dressings</b>	
Acme Cotton Products Co Inc	East Killingly
Seamless Rubber Company The	New Haven
<b>Surgical Rubber Goods</b>	
Seamless Rubber Company The	New Haven
<b>Swaging Machinery</b>	
Fenn Mfg Co The	Newington
Torrington Co The	Torrington
Waterbury Farrel Foundry & Machine Co The Division of Tectron Inc	Waterbury
<b>Sweeping Compounds</b>	
Nielsen & Sons Inc John R	South Windsor
<b>Switchboards Wire and Cables</b>	
Rockbestos Wire & Cable Co Div Cerro de Pasco Corp (asbestos insulated)	New Haven
<b>Tabulating Equipment—Manual</b>	
Denominator Company Inc	Woodbury
Veeder-Root Incorporated	Hartford
<b>Tanks</b>	
Acme Welding Div United Tool & Die Co	West Hartford
Bigelow Company The (steel)	New Haven
Comco Inc Div of Enthone Inc (steel, alloy and lined)	New Haven
Colonial Blower Co (steel and alloy)	Plainville
Connecticut Welders Inc (steel, alloy & lined)	Wallingford
Enthone Inc	New Haven
King Co Alfred B (steel, alloy and lined)	North Haven
Norwalk Tank Co The	South Norwalk
Rolock Inc (Alloy)	Fairfield
Storts Welding Company (steel and alloy)	Meriden
<b>Tanks—Stainless Steel</b>	
Alsop Engineering Co.	Milldale
<b>Tap Extractors</b>	
Walton Company The	West Hartford
<b>Tape</b>	
Russell Mfg Co (Glass Electrical Insulating Tapes, Glass Fabrics for Plastic Moulding)	Middletown
<b>Tapes—Industrial Pressure Sensitive</b>	
Seamless Rubber Company The	New Haven
<b>Tape Machines</b>	
Better Packages Inc (Manual and electric models for case taping)	Shelton
Derby Sealers Inc (manual and electric models)	Derby
<b>Taps</b>	
Hanson-Whitney Company The	Hartford
Pratt & Whitney Co Inc	West Hartford
<b>Tarred Lines</b>	
Brownell & Co Inc	Moodus
<b>Telemetering Instruments</b>	
Bristol Co The	Waterbury
<b>Television—Radio</b>	
Junior Screw Machine Products Inc	West Haven
<b>Testers—Insulation</b>	
McNeal J D	New Haven
<b>Testers—Insulation Wire &amp; Cable</b>	
Davis Electric Company	Wallingford
<b>Testers—Nondestructive, Ultrasonic</b>	
Branson Instrument Inc	Stamford
Sperry Products Inc	Danbury
<b>Testing</b>	
State Testing Laboratory Inc (environmental, X-ray, tensile, bearings)	Bridgeport
<b>Textile Printing Gums</b>	
Polymer Industries Inc	Springdale
<b>Textile Processors</b>	
Amerbelle Corporation	Rockville
<b>Thermometers</b>	
Bristol Co The (recording and automatic control)	Waterbury
Manning Maxwell & Moore Inc	Stratford
<b>Thin Gauge Metals</b>	
Plume & Atwood Mfg Co The	Thomaston
Thinsheet Metals Co The (plain or tinned in rolls)	Waterbury
<b>Thread</b>	
American Thread Co The	Willimantic
Belding Heminway Corticelli	Putnam
<b>Thread Chasers</b>	
Geometric Tool Division Greenfield Tap & Die Corp	New Haven
<b>Thread Gages</b>	
Hanson-Whitney Company The	Hartford
Pratt & Whitney Co Inc	West Hartford
<b>Thread Milling Machines</b>	
Pratt & Whitney Co Inc	West Hartford
<b>Thread Rolling</b>	
Bland Burner Co The Thread Products Div	Hartford
<b>Thread Rolling Machinery</b>	
Hartford Special Machinery Co The	Hartford
Mettler Machine Tool Inc	New Haven
Waterbury Farrel Foundry & Machine Co The Division of Tectron Inc	Waterbury
<b>Threading Machines</b>	
Grant Mfg & Machine Co The (double end automatic)	Bridgeport
<b>Timers, Interval</b>	
A W Haydon Co The	Waterbury
H C Thompson Clock Co The	Bristol
Cramer Controls Corporation The	Centerbrook
Rhodes Inc M H	Hartford
<b>Timing Devices</b>	
B & N Tool & Engineering Co (development and model work)	Thomaston
Cramer Controls Corporation The	Centerbrook
A W Haydon Co The	Waterbury
Lux Clock Manufacturing Company	Waterbury
Rhodes Inc M H	Hartford
United States Time Corporation The	Waterbury
<b>Timing Devices &amp; Time Switches</b>	
A W Haydon Co The	Waterbury
Lux Clock Manufacturing Company	Waterbury
M H Rhodes Inc	Hartford
<b>Tinning</b>	
Thinsheet Metals Co The (non-ferrous metals in rolls)	Waterbury
Wilcox-Crittenden Div North & Judd Mfg Co	Middletown
<b>Tires</b>	
Armstrong Rubber Company The	West Haven
<b>Tool Bits</b>	
Thompson & Son Co The Henry G	New Haven
<b>Tool Chests</b>	
Vanderman Manufacturing Co The	Willimantic
<b>Tool Hardening</b>	
Commercial Metal Treating Co	Bridgeport
<b>Tools</b>	
B & N Tool & Engineering Co (dies, jigs, fixtures, sub-press and progressive)	Thomaston
Hoggson & Pettis Mfg Co The (rubber workers)	New Haven
141 Brewery St	New Haven
<b>Tools &amp; Dies</b>	
Metropolitan Tool & Die	Hartford
Moore Special Tool Co	Bridgeport
Swan Tool & Machine Co The	Hartford
<b>Tools, Dies &amp; Fixtures</b>	
Greist Mfg Co The	New Haven
<b>Tools, Dies, Jigs &amp; Fixtures</b>	
Lyons Tool & Die (modelwork, jig boring)	Meriden
Otterbein Co J A	Middletown
Telke Tool & Die Mfg Co	Kensington
<b>Tools, Fixtures, Gauges</b>	
Fredericks Tool Co J F	West Hartford
<b>Totalizers</b>	
Reflectone Electronics, Inc.	Stamford
<b>Toys</b>	
Geo S Scott Mfg Co The	Wallingford
Gilbert Co The A C	New Haven
N N Hill Brass Co The	East Hampton
U S Plastic Molding Corp	Wallingford
Waterbury Companies Inc	Waterbury
<b>Transformers</b>	
Monarch Electric Co (Allis Chalmers)	New Britain
<b>Trucks—Commercial</b>	
Metropolitan Body Company (International Harvester Truck chassis and "Metro" bodies)	Bridgeport
<b>Truck—Lift</b>	
Excelsior Hardware Co The	Stamford
<b>Trucks—Skid Platforms</b>	
Excelsior Hardware Co The (lift)	Stamford
<b>Tube Clips</b>	
H C Cook Co The (for collapsible tubes)	Ansonia
Weimann Bros Mfg Co The (for collapsible tubes)	Derby
<b>Tube Fittings</b>	
Scovill Manufacturing Company (UNIFLARE flared tube and LOXIT compression tube)	Waterbury
<b>Tubers</b>	
Standard Machinery and Davis-Standard Divisions of Franklin Research Corp	Mytic (Advt.)

# CONNECTICUT PRODUCTS AND SERVICES

<b>Tubes—Collapsible Metal</b>		<b>Washers</b>		<b>Wire Arches &amp; Trellises</b>	
Sheffield Tube Corp The	New London	American Felt Co (felt)	Glenville	Hartford Wire Works Co The	Hartford
<b>Tubing</b>		Auburn Manufacturing Company The (all materials)	Middletown	<b>Wire Baskets</b>	
American Brass Co The (brass and copper)	Waterbury	Fabricon Corp	Unionville	Rolock Inc	Fairfield
G & O Manufacturing Co (finned)	New Haven	Plume & Atwood Mfg Co The (brass & copper)	Thomaston	Wire Mfg Inc (Industrial, for acid, heat, treating and degreasing)	Bridgeport
Scovill Manufacturing Company (Brass and Copper)	Waterbury	Saling Manufacturer Company (made to order)	Unionville	<b>Wire Cloth</b>	
Wallingford Steel Co The (stainless and super metals)	Wallingford	<b>Washers—Felt</b>		Hartford Wire Works Co The	Hartford
<b>Tubing—Flexible Metallic</b>		Chas W House & Sons Inc (Mills & Cutting Plant)	Unionville	C O Jelliff Mfg Co The (all metal, all meshes)	Southport
American Brass Co Metal Hose Branch	Waterbury	<b>Watches</b>		Pequot Wire Cloth Co Inc	Norwalk
<b>Tubing—Heat Exchanger</b>		E Ingraham Co The	Bristol	Rolock Inc (Alloy)	Fairfield
American Brass Company The	Waterbury	United States Time Corporation The	Waterbury	Smith Co The John P	New Haven
Scovill Manufacturing Company	Waterbury	<b>Washers—Precision</b>		<b>Wire Dipping Baskets</b>	
<b>Tumbling Barrels and Accessories</b>		Laminated Shim Company Inc	Glenbrook	Hartford Wire Works Co The	Hartford
Nielsen & Sons Inc John R	South Windsor	<b>Water Deionizers</b>		John P Smith Co The	New Haven
<b>Tumbling Equipment and Supplies</b>		Penfield Mfg Co	Meriden	<b>Wire Forming Machinery</b>	
Eabec Barrel Finishing Corp	Byram	<b>Water Heaters</b>		Nilson Machine Company The A H	Shelton
<b>Tumbling Service</b>		Whitlock Manufacturing Co The (instantaneous & storage)	Hartford	Torrington Manufacturing Company The	Torrington
Eabec Barrel Finishing Corp	Meriden	<b>Water Heaters—Electric</b>		<b>Wire Formings</b>	
<b>Turntables</b>		Bauer & Company Inc	Hartford	Master Engineering Company	West Cheshire
Macton Machinery Company Inc (industrial & display)	Stamford	<b>Waxes</b>		North & Judd Manufacturing Co	New Britain
<b>Typewriters</b>		Harrison Company The A S (and other protective coatings)	South Norwalk	Peck Spring Co	Plainville
Royal McBee Corp	Hartford	<b>Waxes—Floor</b>		Turner & Seymour Manufacturing Co The	Torrington
Underwood Corporation	Hartford	Fuller Brush Co The	Hartford	<b>Wire Forms</b>	
<b>Typewriters—Portable</b>		<b>Webbing</b>		Atlantic Precision Spring Co	Forestville
Underwood Corporation	Hartford	Russell Mfg Co (Webbing for Safety Seat Belts—all types of webbing)	Middletown	Banner Spring Corporation	Hartford
<b>Typewriter Ribbons and Supplies</b>		<b>Wedges</b>		Barnes Co The Wallace Div Associated Spring Corp	Bristol
Royal McBee Corp	Hartford	Saling Manufacturing Company (hammer & axe)	Unionville	Bristol Spring Manufacturing Co	Plainville
Underwood Corporation	Hartford and Bridgeport	<b>Welded Products</b>		Central Spring Co (short run orders)	Terryville
<b>Underclearer Rolls</b>		Acme Welding Div United Tool & Die Co	West Hartford	Colonial Spring Corporation The	Hartford
Sonoco Products Co (Climax-Lowell Div)	Mystic	<b>Welding</b>		Connecticut Spring Corporation The	Hartford
<b>Uniforms</b>		Aircraft Welding & Mfg Co Inc (aluminum, stainless steel, magnesium)	Hartford	Foursome Manufacturing Co Inc	Bristol
Magson Uniform Co.	Kensington	Ansonia Steel Fabrication Co., Inc., (steel, stainless steel and aluminum fabrication)	Ansonia	Gemco Manufacturing Co Inc	Southington
<b>Ultrasonic Equipment</b>		Connecticut Welders Inc (fabrication & repairs)	Wallingford	Stanley Humason Inc	Forestville
Branson Ultrasonic Corporation	Stamford	Farrel-Birmingham Company Inc	Ansonia	New England Spring Mfg Co	Plainville
<b>V-Belt Drives</b>		Industrial Welding Company (Equipment Manufacturers—Steel Fabricators)	Hartford	Peck Spring Co	Plainville
Monarch Electric Co (Allis Chalmers)	New Britain	King Co Alfred B	North Haven	Templeman Co D R	Plainville
<b>Valves</b>		<b>Welding—Lead</b>		Terryville Manufacturing Co	Terryville
Jenkins Bros	Bridgeport	Connecticut Welders Inc (tanks & coils)	Manchester	Wire Form Inc	Milldale
<b>Valves—Solenoid</b>		King Co Alfred B	North Haven	<b>Wire Goods</b>	
Skinner Electric Valve Div of The Skinner Chuck Co	New Britain	Lead Products, Inc. (tanks and fabrication)	Manchester	American Buckle Co The (overall trimmings)	West Haven
<b>Vacuum Bottles and Containers</b>		Storts Welding Company (tanks and fabrication)	Meriden	Scovill Manufacturing Company (To Order)	Waterbury
American Thermos Products Co	Norwich	<b>Welding—Lead Bricks</b>		<b>Wire Partitions</b>	
<b>Vacuum Cleaners</b>		Lead Products, Inc.	Manchester	Hartford Wire Works Co The	Hartford
Electrolux Corporation	Old Greenwich	<b>Welding Rods</b>		John P Smith Co The	New Haven
Spencer Turbine Co The	Hartford	American Brass Company The	Waterbury	<b>Wire Products</b>	
<b>Valves—Aircraft</b>		Bridgeport Brass Company	Bridgeport	Stanley Humason Inc	Forestville
Bridgeport Thermostat Div Robertshaw-Fulton Controls Co	Millford	Bristol Brass Co The (brass & bronze)	Bristol	Peck Spring Co	Plainville
<b>Valves—Relief &amp; Control</b>		<b>Welding Solder</b>		Plume & Atwood Mfg Co The (to order)	Thomaston
Beaton & Caldwell Mfg Co	New Britain	Lead Products, Inc. (wire, bar and cakes and babbitts)	Manchester	<b>Wire Reels</b>	
<b>Valves—Safety &amp; Relief</b>		Church Co The Stephens B	Seymour	Mettler Machine Tool Inc	New Haven
Manning Maxwell & Moore Inc	Stratford	Russell Inc RR	Newington	Nilson Machine Company The A H	Shelton
<b>Vanity Boxes</b>		<b>Wicks</b>		Waterbury Farrel Foundry & Machine Co The Division of Textron Inc	Waterbury
Bridgeport Metal Goods Mfg Co	Bridgeport	Auburn Manufacturing Company The (felt, asbestos)	Middletown	<b>Wire Rings</b>	
Plume & Atwood Manufacturing Company	Thomaston	Holyoke Heater Corp of Conn Inc	Hartford	American Buckle Co The (pan handles and tinnners' trimmings)	West Haven
Scovill Manufacturing Company	Waterbury	<b>Wiffle Ball</b>		Stanley Humason Inc	Forestville
<b>Velvets</b>		Wiffle Ball Inc The	New Haven	Peck Spring Co	Plainville
American Velvet Co (owned and operated by A Wimpheimer & Bros Inc)	Stonington	<b>Window &amp; Door Guards</b>		Templeman Co D R	Plainville
Leiss Velvet Mfg Co Inc The	Willimantic	Hartford Wire Works Co The	Hartford	<b>Wire—Specialties</b>	
<b>Venetian Blinds</b>		Smith Co The John P	New Haven	Andrew B Hendryx Co The	New Haven
Findell Manufacturing Company	Manchester	<b>Wire</b>		<b>Wire Springs</b>	
Jennings Company The S Barry	New Haven	American Brass Company The	Waterbury	Carlson Spring Company (Torsion, Compression, Extension)	Berlin
<b>Ventilating Systems</b>		Atlantic Wire Co The (steel)	Brantford	<b>Wire Straightening and Cutting Machinery</b>	
Colonial Blower Company	Plainville	Bartlett Hair Spring Wire Co The	North Haven	Mettler Machine Tool Inc	New Haven
Ventilating Supplies Inc	Plainville	Bristol Brass Corp The (brass & bronze)	Bristol	<b>Wiring Devices</b>	
<b>Vertical Shapers</b>		Driscoll Wire Co The (steel)	Shelton	Harvey Hubbell Inc	Bridgeport
Pratt & Whitney Co Inc	West Hartford	Hudson Wire Co Winsted Div (insulated & enameled magnet)	Winsted	<b>Wood Scrapers</b>	
<b>Vibrators—Pneumatic</b>		Platt Bros & Co The (zinc and zinc alloy wires)	Waterbury	Fletcher-Terry Co The	Forestville
Branford Co The (industrial)	New Britain	Plume & Atwood Mfg Co The (brass, bronze, nickel silver)	Thomaston	<b>Woodwork</b>	
<b>Vinyl Extrusion &amp; Moulding Compounds</b>		Scovill Manufacturing Company (Brass, Bronze and Nickel Silver)	Waterbury	C H Dresser & Sons Inc (Mfg all kinds of woodwork)	Hartford
Electronic Rubber Co	Stamford	<b>Wire and Cable</b>		Hartford Builders Finish Co	Hartford
<b>Vises</b>		Continental Wire Corp (for industrial and military applications)	Wallingford	<b>Woven Felts—Wool</b>	
Fenn Manufacturing Company The (Quick-Action Vises)	Newington	General Electric Company (for residential, commercial and industrial applications)	Bridgeport	Chas W House & Sons Inc (Mills & Cutting Plant)	Unionville
Vanderman Manufacturing Co The (Combination Bench Pipe)	Willimantic	Rockbestos Wire & Cable Co Div Cerro de Pasco Corp (all asbestos, mining, shipboard and appliance applications)	New Haven (Advt.)	<b>Yarns</b>	
<b>Vise Jaws</b>		<b>Wire and Cable</b>		Aldon Spinning Mills Corporation The (fine-woolen and specialty)	Talcottville
Dery & Sons Tool & Die Co A L (gang with loading trays)	Pine Meadow	<b>Wire and Cable</b>		Ensign-Bickford Co The (jute-carpet)	Simsbury
<b>Vise Fixtures</b>		<b>Wire and Cable</b>		<b>Zinc</b>	
Dery & Sons Tool & Die Co A L Pine Meadow	Pine Meadow	<b>Wire and Cable</b>		Platt Bros & Co The (ribbon, strip and wire)	Waterbury
<b>Wall Paper</b>		<b>Wire and Cable</b>		P O Box 1030	Waterbury
Stamford Wall Paper Co Inc	Stamford	<b>Wire and Cable</b>		<b>Zinc Castings</b>	
		<b>Wire and Cable</b>		Newton-New Haven Co Inc	West Haven
		<b>Wire and Cable</b>		<b>Zinc Die Castings</b>	
		<b>Wire and Cable</b>		Mt Vernon Die Casting Corporation	Stamford
		<b>Wire and Cable</b>		Stewart Die Casting Div Stewart-Warner Corp	Bridgeport



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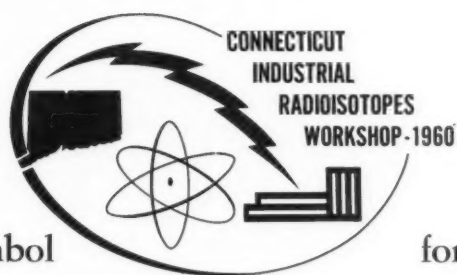
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NAUGATUCK, CONNECTICUT

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¶ If you would like more information about the Radioisotopes Workshop, call the Industrial Representative at your Electric Company.

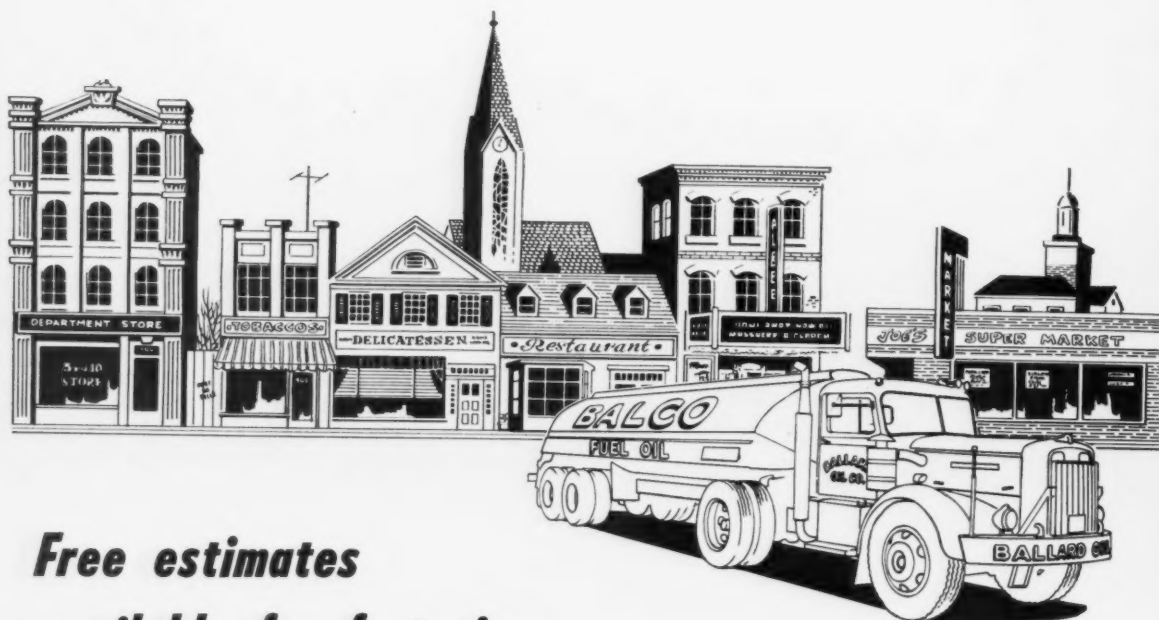
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